

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

Mustard to Sell

is made with the idea of getting the largest possible profit.

Mustard to Eat

is **COLMAN'S**

The **Standard of Quality** for the **World.**

PEEK, FREAN & CO'S

CELEBRATED
Biscuits and Wafers

FLORENCE WAFERS

AND
A HUNDRED
OTHER VARIETIES
OF CAKES AND
BISCUITS.

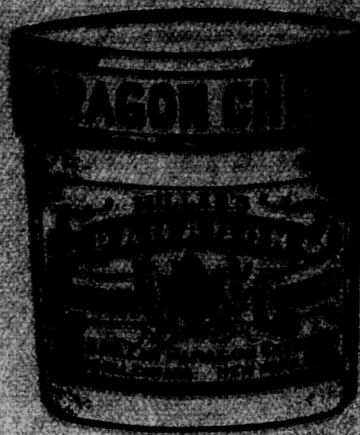
VENICE WAFERS

CHERRY WAFERS

Samples and Prices from

CHAS. GYDE, Canadian Agent, **Montreal.**

<p>Corn Brooms</p> <p>"GEM" "WIRE" "SNOW" "OOKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>	<p>BROOMS</p> <p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck"</p> <p>***</p> <p>Always reliable and as represented.</p>
<p>STANDARD BRANDS</p>	
<p>WHISKYS</p> <p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL</p> <p>Toronto Sample Room: 52 and 54 Front St. West</p>	<p>Corn Whisks</p>



THE DELICIOUS QUALITY

MILLAR'S PARAGON CHEESE

IS WELL KNOWN.

We would recommend this cheese as a most suitable and profitable article for your spring trade. It pleases the most exacting taste.

The T. D. MILLAR PARAGON CHEESE CO.,
INGERSOLL, ONTARIO.

Agents—Frank Mager & Co., Montreal. A. E. Richards & Co., Hamilton.
Joseph Carman, Winnipeg.

EXTENDED INSURANCE.

One of the many liberal features embodied in the UNCONDITIONAL ACCUMULATIVE POLICY issued by the

Confederation Life Association.

HEAD OFFICE—TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. G. Macdonald,
Actuary.

J. K. Macdonald,
Managing Director

W. B. & C.

Sweet Pickles

Are Delicious.

Half-pick—Stays
Dessy and half-salts.



Waldorf Relish

and

Waldorf Catsup

Every first-class grocer should sell it.

Prepared Mustard

Baked Beans

PROFITABLE TO THE RETAILER—SATISFACTORY TO THE CONSUMER.

A. E. Richards & Co.

Selling Agents

HAMILTON

GOODS THAT SELL

is what every live grocer wants—not goods which stay on the shelf. Some goods may be put up in a very fine style, but the finest looking goods in a grocer's eyes are those which sell quickest and turn over his money the most often.

**THISTLE
BRAND**




**KIPPERED
HERRINGS**

Fine Fish. — Well Packed.

**CODOU'S
MACARONI**

Made from the finest
Taganrok Russian Wheat, which
makes the most tasty and
tender Macaroni in
the world.

**BI-CARBONATE
OF SODA**



**United Alkali Co.
The Purest
Made.**

You can't keep these goods on the shelves—they sell themselves.

A. P. Tippet & Co., General Agents, Montreal.

Most Excellent Coffee



A pure, high-grade berry at a popular price.

Trial Order Solicited.

Canned Salmon.

All the best brands in stock.

Prices Right.

WARREN BROS. & CO.

TORONTO.



Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.
ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL

An Opening for Canadian Produce.

A well-established Manufacturing Company in Manchester, with an extensive connection, including over 10,000 customers amongst the grocers and provision dealers in Great Britain, is open to take up, as sole consignees, certain lines of CANADIAN PRODUCE AND CANNED GOODS OF FIRST-CLASS QUALITY.

Address— **HUGON & CO., Limited**
PENDLETON, MANCHESTER, ENG.

DON'T FORGET

Silver Dust Soap Powder.

THE BEST
...
QUALITY

PROFIT
QUANTITY
QUALITY

Silver Dust Mfg. Co., Hamilton

Your Surest Profit!

When you sell that rich, delicate, nourishing Breakfast Food, Molina Flaked Wheat, your customer pays you only one fair profit. When you sell Cereal Breakfast Foods, put up in fancy packages, your customer pays for the cost of the package, of course, and that is too much to ask for if you expect to hold that customer's trade.

You have proof of this in that "dead stock" up on the back shelf—proof that it doesn't pay to expect your customer to do too much. What are you going to do with "dead stock?"

Molina Flaked Wheat

is sold in bulk, by the barrel, sack or keg. In appearance, flavor, and keeping qualities it leads all "package" Flaked Cereal Breakfast Foods on the market to-day. A single trial will convince you of its merit. It pays you a **sure profit** because you do not have to ask your customers to pay too much for it.

The Tillson Company, Limited,
Tilsonburg, Ont.

For 4 Months!

I don't ask you for any money for four months (on a trial order of a thousand or more of my Cigars) unless you want to take advantage of a five per cent. discount by paying in thirty days. Even after the four months are up and you have paid your money, you can, if you so elect, have two months more in which to ask for and receive your money back.

Specify the price you want to pay per thousand—\$25, \$27.50, \$35 or \$55, and state the colors wanted and leave the rest to me. I pay the freight, remember, on the trial order. You gain nothing by waiting. Send in your order to-day.

J. Bruce Payne, Mfr.,
Granby, Que.

MADE IN CANADA.



Not only will you have the recommendation that

"STERLING" BRAND MARMALADE

is made in the largest and most completely appointed factory in Canada, but you have the assurance that you are getting a marmalade that is not surpassed by that of any maker—and seldom, if ever, equaled.

—You will help your best trade
—by always keeping "Sterling" brand marmalades in
—stock.

T. A. LYTLE & CO.

124-128 Richmond Street West,
TORONTO.



Have you ever tried to sell our lard in one pound cartons? Just as easy as selling creamery butter, corn starch, or package tea. No waste, no labor. Clean and always ready. Try it once and you will wonder why you have been so long scooping lard out of a tub.

F. W. FEARMAN CO.

Pork Packers,

HAMILTON, ONT.

Limited.

GOLDEN SYRUP VINEGAR

is a most beautifully-flavored Table Vinegar (is guaranteed free from acid), and is manufactured solely by the

THE WILSON, LYTLE, BADGEROW CO.

Limited

Cor. Spadina Ave. and Front St., TORONTO.

WRITE FOR A BARREL AS A SAMPLE.

A Friendly

Has always been given to the announcements respecting British-grown teas—because modern merchants recognize the importance of their keeping in touch with a subject that the world's tea drinkers are evidencing so much interest in.

Natural Leaf Pure Uncolored CEYLON AND INDIA GREEN TEA

is already beginning to play the same part in winning converts from those accustomed to the use of Japans as British-grown black teas did to those accustomed to the China product, and the world is cognizant of the result of this competition.

Ceylon and India Green Tea is

Same light color in infusion	} But more delicious
Same taste and flavor	

Then It's Unpainted, Undoctored, and Pure to a Leaf.

~~~~~

The "Salada" Tea Co.'s experience with this tea is a pronounced and abiding success, repeat orders and favorable comment reaching them from all over.

# Quality Tells the Story!

Jonas' Flavoring Extracts have been "the favorite for thirty years." During all that time the makers have been governed by one high purpose, namely: to maintain the absolute purity and strength and richness of their goods despite the temptations to do otherwise and make larger profits.

## Jonas' Flavoring Extracts

win the confidence of the public. Without public confidence no business prospers. "Quality tells the story" of the steady growth in public favor of Jonas' Flavoring Extracts. The confidence that the public have in the high quality of our goods shall not be abused, *come what may*.

---

HENRI JONAS & CO., MFRS.,  
Montreal.





# SALMON!

We have a large stock of the best grades:

CLOVER LEAF, MAPLE LEAF, CORN FLOWER,  
LYNX and LOWE INLET RED SOCKEYE, and  
GOLDEN NET COHOES.....

**W. H. GILLARD & CO.,** Wholesale Grocers, **Hamilton, Ont.**

Get out of the rut of selling goods at  
no profit, but sell

## TIGER Stove Polish



which will give you fair profit, and, better still, perfect satisfaction to your  
customers, which will hold your trade.

**THE F. F. DALLEY CO., LIMITED,** **HAMILTON.**

## DOLLARS

are made  
by

selling . . .

## PATERSON'S SAUCE.



**Rose & Laflamme**  
Agents **MONTREAL.**



## Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

**THIS JOURNAL** is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

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EVERY  
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# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, MARCH 23, 1900.

NO. 12

## DEPARTMENT OF STORE MANAGEMENT.

INTRODUCING NEW GOODS AND KNOWING OLD ONES.

**A** GREAT many merchants when approached in behalf of new goods, or of goods which are not new but which they have not previously handled, object to taking them up on account of the work required to introduce them. This objection is perfectly proper where the new goods do not offer advantages over goods already in stock sufficient to pay for the work required to introduce and sell them. But where new goods do have

### ADVANTAGES WORTH CONSIDERING

over goods in stock, they should at least be given a trial. The writer does not believe a grocer should make his store a dumping ground for everything that comes along, but he does believe the grocer should try his very best to sell the most profitable, honest goods, even if it does require work to sell them, instead of selling goods that pay little or no profit, and are, therefore, not worth keeping, even if they do sell quickly.

The grocer is in business to make a living or as much more as he honestly can, for himself and family, and the grocery business is no exception to the rule that

### INTELLIGENT HARD WORK

is necessary to bring the measure of success which will insure a living or more. I have known a merchant to turn down a new brand of a standard staple of the highest quality, which would pay nearly 40 per cent. profit, because of the work required to start it, and continue to sell another brand of the same goods at a higher price, but no better quality, for less than 15 per cent. profit.

**ONE OF THE WORST FEATURES** of the grocery business at the present time is the fact that there are so many men working in the same manner, as manufacturers' distributing agents, working for practically no salary whatever. Is it any wonder that some manufacturers are so arrogant in their demands upon, and their treatment of, the retail grocers when they can find grocers everywhere who are willing to give their own and their clerks' services free to sell the manufacturer's goods, and throw in free storeroom for display, with light and heat included? Such manufacturers know they can get what they want—the grocer's assistance in selling their goods—without paying for it, and they simply take what is so gratuitously offered them, and

### POCKET AS ADDITIONAL PROFIT

the amount that would otherwise be spent in paying the grocer for his work in behalf of their goods.

The fault here is not with the manufacturer, even though he has the advantage of the grocer, where the latter gives in. The fault really lies with the grocer himself for knuckling down to the manufacturer. No grocer has to do this; he has the advantage of the manufacturer every time because he is the direct selling agent to the consumer, and does not have to sell in any considerable quantity anything he does not want to sell. As was stated in these columns once before, any salesman

### CAN SELL ANYTHING

he wants to sell if it has merit, but the whole trouble lies in the fact that many men

in business do not take advantage of the great lessons in business which are being taught daily in every avenue of trade. They do not realize their power with the consumer, and neglect to use it. A man's own store is an excellent school, if he will only take the trouble to acquire the lessons that are taught there, but, in addition to the knowledge that will come to him thus, he can find many other good schools in the successful stores conducted by progressive merchants, and acquire many valuable ideas from men in other businesses which can be profitably applied to his own business.

A man's knowledge of his business is often

### THE MOST VALUABLE ASSET

he has, and, like capital, must be used if any return is expected from it.

The writer once heard at a college commencement the Governor of one of the Eastern States tell the graduates that his life's experience had taught him there was nothing in this world worth having that did not have to be fought for. Aside from the first meaning which everyone who reads this will take from these words, they have another meaning. They also mean that anything worth having can be had, if worked for, and surely success in business is worth having when intelligent, persevering work will bring it.

The man who is unwilling to exercise or to acquire the ability necessary to run a business in an up-to-date manner will often be found to be

**A MOST ENERGETIC PHYSICAL WORKER,** probably doing more of the heavy work around the store than any of his clerks, but business as conducted to-day requires for

**RISING SUN**  
STOVE POLISH *and* **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE  
DURABLE 3000 TONS SOLD  
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

success more than physical strength; it also requires the continual exercise of the highest ability that every business man can acquire and apply to his business.

Mere talk is not of itself sufficient to sell goods, or bring success. A knowledge of the goods one is selling, and of the goods in competition with them, with a determination to be absolutely honest in the methods used, are necessary helps. It never pays to make a claim for goods that a trial will not support. A customer whose trade is worth hunting for cannot be deceived more than once. That is the reason why many a grocer loses trade without knowing the reason why. He will talk up an article to make a sale, claiming for it advantages which it does not possess. The customer, having confidence in his honor, takes his word and makes the purchase. A trial of the article proves that the grocer was either

**DELIBERATELY DISHONEST**

or else without any knowledge whatever of the goods he sold. As far as the customer is concerned, the result is the same—in either case her trade is lost, for it is not safe to deal with a man who will make use of such methods to sell goods.

How can a grocer be sure about the quality of his goods? By testing them in his own kitchen or on his own table, and by giving two or three samples to customers whose judgment and taste can be relied upon. If a competitor is selling goods with which a grocer is unfamiliar and which have an influence on his trade, he can easily purchase a sample sufficient to

**TEST AND FIND OUT**

just what he can honestly say for his own goods. There should never be any hesitation about making every claim that an article will bear. The writer believes that the number of grocers who neglect to say all the good things in behalf of many articles they sell is greater than the number of grocers who claim too much. Any grocer can overcome this evil—for surely it is an evil for a man to permit himself to be

deprived of profitable business in honest goods when he can get it for the asking—by studying his own, and if necessary, his competitor's goods. He owes it to his customers to know what he is selling. Then to perseveringly and intelligently keep before his customers the advantages of his goods in an honest, frank manner. Results will prove that honest, intelligent talk is the most effective of all methods that can be used to sell goods that are worth selling.

**CANADA AND COTTON OIL.**

**T**HE anomaly in the Canadian tariff which taxes cottonseed oil 20 per cent., and admits free certain grades of olive and linseed oils used in manufactures must rest upon some illogical basis. Neither cotton nor olive oil is made in Canada. For climatic reasons they cannot be from imported seed. Olive oil is largely used in the Dominion for fish canning, which is an important industry in Canada. Refined cottonseed oil is also largely used for the same purpose, and, considering its relative cheapness, would, if admitted free of duty, become quite an item in fixing the price at which canned fish may be able to reach competitive outside markets.

We are now on very friendly terms with Canada and with her mother, Great Britain, at a time, too, when friendship means so much. It seems, therefore, that there is no more opportune time than the present for an effort to secure for our cottonseed oil the same footing in the markets of Canada as that enjoyed by the olive oil of Italy. Besides, Canada is our neighbor, and we may be able to return the compliment in such a way as not to hurt any industry of this country. We understand that the Canadian Government is not averse to discussing this subject upon mutual basis, and there is no reason why the matter should not be taken up. We believe that the Department of Agriculture has the power under the Act carrying into effect the last appropriation bill to deal with such questions.

We draw this matter to the attention of the cotton-oil interests of the United States and to the fish-canning and other manufacturing interests of Canada, and suggest that the matter of free admission of cottonseed oil into Canada be taken up and urged upon their respective Governments.

We do not know that our neighbor enjoys any exceeding privileges in the Italian markets, or that there is much beyond meat and cereal products which Italy needs. We have many minor border privileges which might be given in a tariff exchange for the free admission of cotton oil to Canada. We believe, further, that if Canada reduced the duty on this product from 20 per cent. to 5 per cent. she would receive more than the paltry \$15,000 per year that her revenue now receives from the present duty, which, on a competitive basis, is virtually prohibitive.

It is believed that Italian merchants already export large quantities of cotton oil into Canada as olive oil. This we have not been able to verify to any appreciable extent.

The free admission of cottonseed oil to Canada would, we feel sure, give a decided impetus to the Dominion fish-canning trade. While free oil will cost a loss of only \$15,000 per year in duties, on the basis of 5 per cent. duty, the Government would collect a larger amount than the above. The matter is important.—National Provisioner, New York.

**FIGHTING TRADING STAMPS.**

The Grocers' Association of St. Thomas is beginning a vigorous campaign against trading stamps, and has decided to memorialize the Provincial and Federal authorities to provide "legislation to suppress those unfair business methods." Copies of the resolution which committed the association to the task of securing the legislation in question are being sent to sister associations.

The secretary of the association is Mr. Robinson Swinn and the president Mr. Isaac Kingwood.

**NO**



Our EMPIRE Extracts

have not been withdrawn from the market, and we beg to advise the Trade we still control this brand. We are agents for

SEELEY'S EXTRACTS

and are at all times prepared to furnish full supplies of either brands.

**LUCAS, STEELE & BRISTOL,**

**WHOLESALE  
GROCERS**

**Hamilton.**

**JAMES TURNER & CO.**

are offering bargains preparatory to taking stock  
31st March of small lines of

**Ceylons, Indians, China Blacks,  
Young Hysons, Japans**

to close out at prices that will surely tempt buyers.

**James Turner & Co., Hamilton.**

**GRAND MOGUL**

**BAKING POWDER**

"Is Pure Powder"

Equal to the best American at half the price.

A quick seller. A trade-winner and good profit.

**AGENCIES—**

Montreal  
Toronto

Winnipeg  
Vancouver

**T. B. Escott & Co., London, Ont.**

# ATTENTION

We wish to draw your attention to

OUR 10c. BAR SOAP.

A fast seller and shows a big profit.

FIVE-BOX LOTS DELIVERED.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

### HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

**W**ARREN BROS. & CO. are putting cleaned currants on the market put up in 2-lb. blocks. The blocks are neatly wrapped in tissue paper, and sell at a slight advance on bulk-cleaned currants.

"Phoenix" matches may always be purchased from Lucas, Steele & Bristol.

Canned fruits, a full range, all standard Canadian packs, are quoted at close figures by The Eby, Blain Co., Limited.

Pearl barley, of exquisite quality, in kegs, is selling well with Lucas, Steele & Bristol's travelers.

A. F. MacLaren Imperial Cheese Co., Limited, have some very choice white, colored and twin cheese to offer.

Lucas, Steele & Bristol offer canned pineapple in slices, whole, and in chunks. Retail prices, 15 to 25c.

All the popular lines of breakfast foods are kept constantly in stock by, and are a specialty with, The Eby, Blain Co., Limited.

John J. Fee, Toronto, states that buyers can now get any of the best brands of lard through him at the closest figure.

The Eby, Blain Co., Limited, offer 3,000 boxes of Sultana raisins at close figures, with special inducements to round lot buyers.

L. Chaput, Fils & Cie. write: "It is a mistake to buy canned goods now for future delivery. We will have some low prices to offer."

The "Imperial" brand of twin-bar white and mottled castile, also oatmeal toilet soaps for sale by Lucas, Steele & Bristol are pleasing everyone.

The Eby, Blain Co., Limited, are offering a nice line of domestic pickles put up in wine-pint gem jars, two dozen in a case, for early spring delivery. Ask their travelers about them or write the house direct.

### HOW TO SELL MARMALADE.

"There's a case of goods I was a fool to order," said a grocer to a friend, the other day. "What is it?" queried the friend. "Marmalade," was the reply; "I was induced to get it because one of my customers kept asking for it, but since I mailed the order, she has stopped buying here." "Why not work up a demand by placarding the stuff as the staple breakfast food of the English royalty and nobility?" inquired the friend; "you try it and see if it don't go lively."—New York Merchants' Review.

### PACKAGE TEA TRADE BRISK.

"How is the tea business?" was asked of Mr. Larkin, of The "Salada" Tea Co. "Well," was the reply, "if it is to quantity you refer, there is no dearth of that. Our increase for the first 10 weeks of this year over the corresponding 10 weeks of last year amounted to 72,931 lb. We give you our word that this was the actual increase in 10 weeks. This increase amounts to 7,293 lb. per week, which is a very large tea business in itself, either packet or loose.

"Of course, against the increase there is the set-off that everything is very high. High-grown flavory teas that we use in 'Salada' are very dear. Then other items are nearly double the price they were last year. For instance, boxes—our monthly bill for boxes amounts now to about \$700, and last year we would have got the same quantity for \$400. Lead is much dearer, and labels are dearer. In fact, everything we use is dearer. However, there is another set-off against this; and that is, the fact that we have noticed during the past few months that higher grade teas are being sold all over. Many more 50c. and 60c. teas are being sold to-day than there has been for the past 10 years, showing, we think, the prosperity of the country."



## GOOD DAY!

It makes a great deal of difference to you how your customers say "Good day." If they say so with a smile of satisfaction they will return. When they go away disgusted because they have been deceived by getting imitations, it is bad for your reputation and dangerous to your future prosperity. The calls of your customers in the future will be more than ever for MAC LAREN'S IMPERIAL CHEESE.

Nothing can take its place.

Nothing else will satisfy your trade.

**A. F. MacLaren Imperial Cheese Company,**  
TORONTO. LIMITED.

# CANNED SALMON

**Stock Up Now,**  
**Prices will be Higher.**

We offer choice of best brands  
at the lowest possible figures.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET,

TORONTO.

### PACKING OLIVES TO EAT.

THE olives used for eating are of a different quality and much larger than those used for oil. They are gathered when still quite green, and the gathering must be done very carefully, as they would be worthless if bruised.

They are placed in salt and water, where they remain for some time before being transferred to jars, which are hermetically sealed. They must on no account be touched by the hand when they are taken out of the salt and water, as in that case they would all be spoiled. A silver or wooden spoon must be used in transferring them to the jars.

There are different kinds of olives used for preserving, and the preparation of each quality differs slightly in some respects.

The small olives used for oil, when quite ripe and black, are also much eaten by the people. They are preserved with salt alone, and when they become too dry a little oil is added to soften them. These are never placed in jars, but are sold by weight.

It takes 12 or 15 years for a tree to grow to its normal size, and the olive, as everyone knows, lives for centuries. It is valuable not only for the fruit it yields, but also for its wood, which is much prized.

Even the pulp or paste, after the oil is

extracted from it, is serviceable, for it is dried, broken up and burned as firewood. Sometimes, when taken out of the mill and still moist, it is given to pigs, mixed with other food, so that no part of the fruit is ever wasted.

So high a value is placed on these trees in Italy that the space on which one of them could stand is grudged for any other purpose. In Apulia, where they are still more valuable, as they grow to a much greater size, the utilitarian principle is carried to such lengths that scarcely any flowers are ever planted, as they have no market value.—Chambers Journal.

### BROKE THE EARLY-CLOSING BY-LAW.

On Wednesday, E. J. Henry, 783 Queen street west, and William Parkhill, 701 King street west, retail grocers, Toronto, were summoned before Magistrate Kingsford, charged with keeping their stores open after 8 o'clock p.m. Both grocers admitted that they had kept their stores open, but refused to plead, pending the result of the application to quash the by-law now being made on behalf of the Retail Grocers' Protective Association by McMurrich, Coatsworth & Co. They were allowed off on suspended sentence, as they were the first to break the by-law.

### THE PROPOSED STARCH FACTORY.

The ratepayers of Prescott have carried a by-law giving certain inducements to The Imperial Starch Company to establish its proposed factory there.

The Prescott Messenger, in its issue of March 16, says: "In conversation with Mr. F. W. Oates, who has been the chief promoter of the scheme, that gentlemen said that work on the construction of the necessary building will commence at once, that is when the deeding of the property appropriated is completed. It is expected that five months will be sufficient time to erect the buildings and that the factory will make its first output by the end of October.

"To start with, Mr. Oates tells us about 100 people will be employed. The plant, or rather the different plants, will be of the latest makes, embracing all that is necessary to produce the greatest paying quantities from the raw material used. With this machinery nothing whatever goes to waste. The corn is converted into starch, glucose, corn oil and cattle feed. Every component part is put to a paying purpose. However, of this more anon."

G. R. Jones has disposed of his general store at Lewisville to J. S. Trites, who has been acting in the capacity of manager since it was first started.

Those who are familiar with General Brock's Monument, from a distance, are vastly surprised at its proportions when they get close enough to grasp them.

Those who are familiar with the name and high reputation of

## Upton's Marmalade

are equally surprised when they learn how surpassingly good it really is.

Your stock cannot be complete without it.  
For sale by all jobbers.

A. F. MacLaren Imperial Cheese Co., Limited, Toronto.

SELLING AGENTS.



## ONTARIO COLLEGE OF PHARMACY.

W. G. A. LAMBE, ESQ.,  
Toronto, Ont.

Toronto, Feb. 26th, 1900.

Dear Sir,--

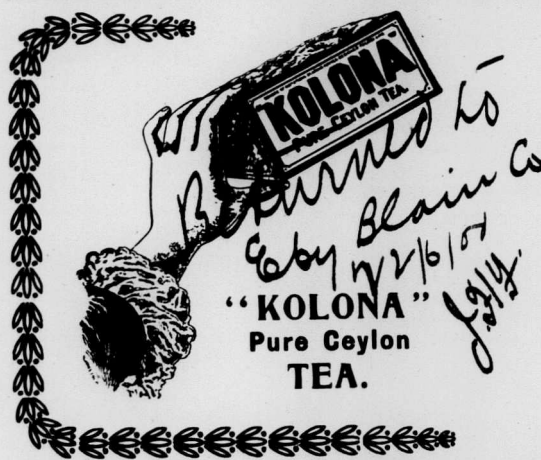
Pure Sugar is one of the most important ingredients required in the preparation of medicinal syrups, elixirs, etc., and I have found considerable difficulty in obtaining, until recently, a grade of sugar that would meet the requirements.

Two years ago I purchased, for the first time, some of St. Lawrence Refining Co.'s best brand Granulated Sugar, for use in the Laboratory of the O.C.P. by the students, in the preparation of syrups, etc., and, as a direct result of that test, I have used only the above mentioned brand of Sugar up to the present time. I can heartily recommend your Sugar in the manufacture of medicinal syrups, elixirs and other elegant pharmaceuticals requiring a saccharine vehicle and preservative, and will add further, that a Sugar which will meet these requirements is suitable for all purposes for which this agent may be employed.

Very truly yours,

CHAS. F. HEEBNER, Ph. G., Phm. B.,

Dean of Ontario College of Pharmacy;  
Associate Professor Pharmacology and Therapeutics,  
Medical Faculty, University of Toronto.



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TORONTO

### TOBACCO GROWING IN BRITISH COLUMBIA.

**M**R. CHAS. MAIR, of the Immigration Department, whose name in connection with several poetical works, notably "Tecumseh," is well known throughout Canada, has returned to the city from a vacation at his former home in the Okanagan valley, British Columbia. After a considerable absence from his old home, Mr. Mair could judge of the progress that was being made in the industries of the valley. The town of Kelowna has become quite a considerable shipping point for the agricultural and fruit products to the mine centres and the Coast. Large quantities of fruit such as apples, pears and fine vegetables, which are equal in quality to fruit grown in any other part of Canada, are now being cultivated on the fruit farms which abound there.

#### A NOTABLE INDUSTRY,

says Mr. Mair, is the tobacco industry, which has sprung up and is assuming large proportions. The ranches in this district have begun to cultivate the plant and are fast finding out the special virtues of the soil and climate which are calculated to procure a fine tobacco which can be used for cigar manufacture. In fact, the leaf has been pronounced, says Mr. Mair, by those competent to know, the finest quality of any grown in Canada.

While there, Mr. Mair visited several of those interested in the culture of the plant and learned from them the

METHODS USED IN PREPARING THE LEAF for the manufacturer, an account of which he gave to a Free Press reporter and which may be interesting, as the beginning of what may turn out to be a great Western Canadian industry. The tobacco seed—which is first procured in Havana—is sown about the end of March in beds with a frame, covered with grey cotton to start the growth, and the plants are ready for transferring about the end of May. The ground into which the plant is put is first irrigated, then

plowed and harrowed. From that time forward little irrigation is necessary. In 60 days the plants are ripe for harvest—say about the end of July—when they are cut down below all weeds and strung up on laths about six plants to each, and then hung in a shed about eight or ten inches apart.

The ventilation of the shed requires careful attention. In about 75 days after harvest the plants should be cured in order to take down, and in wet weather, to prevent pole-rot, a stove is used. The leaf is now ready for grading, after which it is packed and pressed firmly into cases holding from 300 to 350 pounds, then removed to the sweat house. The completion of the process of fermentation is carried on by natural means until October of the following year, and the contents of the cases are turned out in a block, the leaf sampled and if the sweating process is complete the leaf is fit for binders or wrappers, but not for fillers or the inside of the cigar unless artificial means of sweating is used, which can not be applied until the leaf is a year old, at which time it has assumed its natural rich color.

#### The tobacco grown here

##### POSSESSES A HIGH BURNING POWER

attributed to the high percentage of potash and low percentage of chlorides in the soil. The fine flavor is due also to the elements of the soil, coupled with the climatic elements which are a leading factor in producing a fine plant, hailstorms being unknown at that portion of British Columbia. The cool, damp nights of July and August followed by sultry days are also beneficial to the growth of the plant. The leaf has been grown for six years in the valley and is considered better now than in the first year. As a result of the success attained by the ranches in growing tobacco a cigar factory has been established at Kalowna, known as the Kalowna Shipping Union.

#### The tobacco-growing industry

##### WAS FIRST BEGUN

in the valley by Messrs. Halliman and

Collins. The former has a thorough knowledge of tobacco culture in all its branches, his family having been employed for many years in the industry in Wisconsin. Much credit is due to these gentlemen for their enterprise and tenacity in prosecuting the culture to this point of success. Messrs. Sterling and Smith, two wealthy gentlemen from Scotland, have also been prominent in contributing to the improvement of this and other important interests in the valley.

So far as growing is concerned the crop of 1899 is superior to any previous year—the result of experience in selecting seed adapted to the soil. A portion of last year's crop was grown direct from Havana seed and the leaf retains a large percentage of the fine quality of the Havana.

The duty on foreign imported leaf by manufacturers of foreign cigars is 10c. per pound; factories known as combination factories using both foreign and domestic products pay 16c. additional or 26c. per pound. There are

#### THREE DISTINCT LICENSES

granted to manufacturers: 1, factories which use nothing but home grown leaf pay excise on the product of \$3 per 1,000 and a license fee of \$50; 2, combination license, allowing 10 to 90 per cent of foreign or domestic leaf, which costs the same as the first on the product and a fee of \$65; 3, straight foreign factory licenses, which cover imported tobacco only. The importance of encouraging the growth of Canadian tobacco may be seen by a glance at the imports. The total importations of foreign leaf in 1899 was 7,105,786 pounds, against 6,648,333 pounds the previous year. The Canadian production is shown to have been very small in comparison to this, though it swelled considerably from 1897 to 1899. This manifests that if a quality of tobacco can be grown in Canada which will satisfy the tastes of tobacco smokers here, every encouragement should be given to its growth. —Free Press, Winnipeg.



## At Your Suggestion

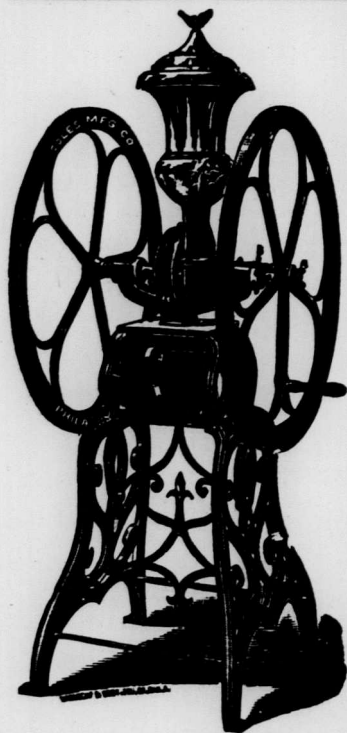
The woman who buys Windsor Salt at your suggestion gains confidence in all the other goods you sell—Windsor Salt is always *exactly as represented*. Think of the time you spend in securing a woman's trade! Are you going to jeopardize her good-will by recommending an article that won't back up the statements you make about it?

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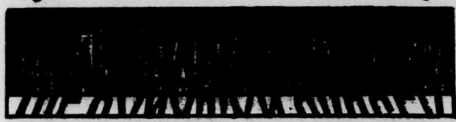
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**SOAK YOUR CLOTHES**  
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THEIR ADVERTISEMENT IN THIS PAPER

**PRICES FOR NEW PACK CANNED  
GOODS.**

**P**RICES for next season pack of canned tomatoes, corn, peas, beans, pumpkin, apples, pears, plums, strawberries, raspberries, etc., have been issued by the Packers' Association.

The figures are from 10 to 12½c. per dozen above the opening quotations of last year. Prices are guaranteed against a decline till October 1, and the contract form calls for the delivery of at least 60 per cent. of the orders booked. The packers are under a bond to keep the prices quoted.

At present wholesalers do not seem disposed to place orders for futures, preferring to wait till later in the year.

Whether the prices now being quoted to the wholesale trade will be maintained or not remains to be seen, but the conditions are certainly more favorable to a higher range of values than those which ruled early last season. From a private calculation made a few days ago it is estimated that the increases in cost to the packer will be as follows: Cans, 4c. per dozen; boxes, 4c.

each; labels, 30 per cent.; labor, 10 per cent.; raw product, 3c. per dozen. Besides these there is also the increase in freight rates to be taken into account.

**THE INDIAN TEA SEASON.**

**T**HE Indian tea market has been a most difficult one to operate in during the past season, owing to the strength of the market throughout nearly the entire season.

The market opened in Calcutta at the end of last May at very firm figures, and continued steady until about the middle or end of July, when prices eased off.

This reduction did not last, however, as prices started to go up in August, and steadily advanced until it became very difficult to obtain good, clean pekoe sou-chongs under 7d. c.i.f. Toronto. Towards the close of the season it became impossible, in some cases, to buy them even at 7d.

The market closed in Calcutta about the end of January, and for the few lots remaining at that time 7d. c.i.f. was asked.

The market is now closed for the season, and no teas will arrive in Toronto before next September or October.

Throughout the season buying for foreign countries in Calcutta has been very extensive, Australia alone taking several million pounds more than in the previous season.

**OUTLOOK ON FRENCH SARDINES.**

**T**HE supply of French sardines promises to be as scarce this year as last, when, it will be remembered, the output was of a limited character.

The reserve stock of last year's pack is about exhausted, and the new pack is an uncertain quantity. It may be large, or at least up to the average, but some well-informed handlers of sardines are inclined to believe that when the fish begin to run light, as they did last season, several years are likely to pass before the catch becomes normal again.

In any event it is claimed that, as in the case of all other canned goods, the high cost of everything which enters into the complete preparation of the sardine for the market, without considering the fish itself, the packers will have to get much higher prices than last year, in order to allow them a fair margin.

**PARTNERSHIPS FOR GOOD CLERKS**

**A** RETAIL merchant in the West announces that he has just taken into partnership one of his clerks. It is to be regretted that announcements of this kind are not more frequent.

Where it is at all possible merchants should hold out partnerships to clerks as inducements for continuous and faithful services.

Every clerk could not be taken into partnership, for it is not every clerk who possesses the necessary qualifications for such position. But we have special reference to good clerks and such as from whom good merchants are made.

The clerk who has ability is naturally ambitious to become a merchant. When the time arrives that he can realize his ambition, he, as a rule, begins business for himself in the town in which he has been employed as a clerk.

The merchant who is likely to suffer most by this new competitor is the clerk's former employer.

On the other hand, had the clerk been taken into partnership he would have been assisting to build up the business his competition now tends to tear down.

There are several inducements for the holding out of partnerships to first-class clerks. And they may be thus enumerated: (1) it is an incentive to greater effort; (2) it causes more concern for the employer's business, both in regard to profits and to the curtailment of expenses; (3) it retains the services of good clerks; (4) it retains them as helps and prevents their becoming competitors.

**SHARP ADVANCE IN ALMONDS.**

A somewhat sensational advance is announced by cable from Marseilles in all kinds of almonds.

The cable is from Estrine & Co. of that city, and states that Tarragona almonds are 14 francs per 100 hundred kilo higher than two weeks ago, and Ivicas 16 francs per 100 kilo higher. This is, in Canadian currency, equal to an advance of about 1¼ and 1¾c. per lb. respectively.

An advance as sharp as this is very seldom experienced.

The strength of the market is due to short supplies and unfavorable prospects for the coming crop.

## A BILL TO PREVENT FRAUDULENT LABELLING.

**A** BILL has been introduced in the House of Commons which is not without interest to manufacturers of package goods.

The bill proposes to amend section 449 of the Criminal Code of 1892, which reads :

Everyone is guilty of an indictable offence who sells, or exposes, or offers for sale, or traffics in, bottles marked with a trade mark, blown or stamped, or otherwise permanently affixed thereon, without the assent of the proprietor of such mark.

If the bill now before the House is adopted, section 449 will read as follows :

449. Everyone is guilty of an indictable offence who—

(a) wilfully defaces, conceals or removes the duly filed trade mark or name of another person upon any cask, keg, bottle, siphon, vessel, can, case or other package for the purpose of selling or trafficking in such package with intent to defraud the proprietor thereof without the consent of the proprietor, or unless such package has been purchased from the proprietor;

(b) being a partnership, corporation, dealer, manufacturer or bottler, without the written consent of the proprietor, trades or traffics in any bottle or siphon which has upon it the duly filed trade mark or name of the proprietor, or fills such bottle or siphon with any beverage for the purpose of sale or traffic.

2. The using, by any manufacturer, dealer, partnership or corporation other than the lawful owner thereof, without the written permission of such owner, of any such bottle or siphon for the sale therein of any beverage, or the buying, selling or trafficking in any such bottle or siphon by any dealer or manufacturer other than the owner, without such written permission, or the fact that any junk dealer has in his possession any such bottle or siphon so marked or stamped, without such written permission, shall be prima facie evidence that such use, buying, selling or trafficking or possession is unlawful within the meaning of this section.

It will be observed that the proposed amendment purposes making it a criminal offence to deface or conceal a trade mark as well as to use bottles or packages carrying the trade mark of some other firm, unless with the assent of the latter.

The bill should receive the cordial support of all business men who are concerned in legitimate business practices. Manufacturers who are repeatedly the victims of competitors who are noted for their ability to appropriate other people's ideas and unable, apparently, to initiate any design themselves, will, doubtless, welcome the bill as a step in the right direction.

### THE CHEESE MARKET.

At the approach of April, when makers of fodder cheese will commence operations, some holders of cheese show a disposition to shade prices to clear out stocks. During

the past week or two there have been sent in from outside points many small lots, the surplus stocks of retail merchants and others who wished to clear up before the new goods start to come in.

A study of the conditions, however, seems to warrant no uneasiness. A Western Ontario shipper cleaned out all he could gather together, about 500 boxes, to an English buyer at 12 $\frac{3}{4}$ c. f.o.b. point of shipment. A smaller lot has been taken in Winnipeg at 13 $\frac{1}{4}$ c. Toronto.

With prices at this basis for export, and a very limited stock on hand, it is reasonable to expect that jobbing prices may be maintained at the present range, 13 to 13 $\frac{1}{2}$ c.

### STRONGER VALENCIA RAISIN MARKET.

**F**RESH interest in the Valencia raisin market has developed during the past week.

As every grocer knows, stocks of this fruit, both at home and abroad, have been unusually low for several months, and that at every improvement in the demand prices have appreciated.

We are now again in a period when a better demand is being experienced, and the result is a further hardening of values.

Latest mail advices from London, England, indicate an advance of 3s. per cwt. there in selected fruit, and the Canadian trade is advised that the New York market is almost bare of Valencia raisins, there being less than 4,000 boxes in that city.

In consequence of this condition of affairs in the outside markets and an increased demand at home, prices have also appreciated in Canada.

In Toronto, business has transpired between wholesale houses at 7 to 8c. for selected fruit, according to grade. One house paid 7 $\frac{3}{4}$ c. for what, in view of the present condition of the market, might be termed a round lot.

The price to the retail trade has been marked up  $\frac{1}{2}$ c. per lb., being 7 $\frac{1}{2}$  to 8c. per lb., according to grade. As the trade is well aware, there is quite a difference in the grades of selected Valencias on the market.

Stocks on the Toronto market appear to

be confined to selected fruit, there being neither fine off-stalk nor layers.

### A SLUMP IN BUTTER.

**I**NCREASED supplies and the abnormal prices that have been ruling recently have brought about, what everyone was expecting, an abrupt decline in the price of butter.

A week ago holders would not think of considering bids under 30c., whereas, today, there are offers of stock at 27c., and the tone is weak at the decline. This result has been a foregone conclusion, for any person with common sense must have known that with butter costing 35c. per lb. and over, across the retailer's counter, consumption would fall off, especially when there were such palatable substitutes as molasses to fall back upon. In fact, leading retail grocers assert that since the extreme prices have been in force their week's turnover has been from three to four tubs, whereas, under normal conditions they averaged from eight to ten weekly. In fact, once the current supply begins to assume appreciable proportions, breaks of 4 to 5c. per lb. per day need not surprise anyone, and we have had a foreshadowing of it already, for, between Saturday of last week, and Monday of the present one, there was a decline of 2 to 3c. per lb.

In Great Britain the butter outlook seems to be quite bearish in its aspect, a most disappointing demand for Australian and New Zealand butter being complained of, and one explanation advanced for the unsatisfactory state of things is that the effects of the war are beginning to make themselves felt upon the consuming power of the people. This, however, seems to be rather far fetched, for it is difficult to believe that the influence in question is really a serious factor.

The more sensible explanation is that supplies are larger, and that relatively higher prices this year than last have had their inevitable result. For instance, up to March 10, the total imports of butter to Great Britain from Australia were 14,647 tons, or 6,471 tons in excess of last year, while those from New Zealand have been more than doubled, being 4,461 tons, against 2,036 tons in 1899. A consideration of these increases goes a long way towards explaining the situation in England.

## TRADE IN OTHER COUNTRIES THAN OUR OWN.

**A** NEW YORK firm has received the first arrival of new crop Brazil nuts by the Maranhense. They are, according to The New York Journal of Commerce, very choice medium size nuts, bright, sound, and in good condition. There are only about 100 bags in the lot.

The demand for spot sockeye salmon appears to be increasing, and some brokers report that they could do quite a business in half-pounds if they had the goods.—New York Journal of Commerce.

## EXPORTS OF SPICES.

Telegraphic advice of exports from Singapore and Penang since January 1: To United States—Black pepper, 1900, 1,205 tons; 1899, 750 tons; 1898, 470 tons. Nutmegs, 1900, 93 tons; 1899, 86 tons; 1898, 55 tons. To Great Britain—Black pepper, 1900, 610 tons; 1899, 360 tons; 1898, 1,010 tons. To Continent—Black pepper, 1900, 600 tons; 1899, 290 tons; 1898, 920 tons.

## CALIFORNIAN DRIED FRUITS.

The California Fruit Grower of March 10 says regarding prunes: "A few cars are moving, but the situation is a waiting one and lacks life. The asking price for 40 to 50 size is 5c., but no doubt a firm offer of 3½c. would secure a car. The slack Eastern demand is partly accounted for by the freezing weather that has prevailed. The weather on the Coast has been very favorable thus far and we are enjoying a very beneficial rain at this time. The California Cured Fruit Association is making some headway, but, so far as we can learn, only three or four packers have signed the packers' contract as yet, and, since the break made by President Kearney, of the Raisin Growers' Association, it is doubtful if the large packers join the association, unless some radical changes are made in the contract."

## FIRST CARGO OF CANNED SALMON.

The Liverpool correspondent of The Produce Markets' Review, of March 3, says: "The first of the Fraser river salmon fleet has arrived this week, bringing some 60,000 cases of various sizes and shapes, all of which come to a good market. Most of the unsold parcels of 1-lb flats are being stored for limits from 1s. to 2s. above current market prices. Dealers are still offering flats in the country at attractive prices, but the tendency is to advance. Large deliveries are being made from the quay of Alaska tall, and the proportion going into store is less than usual. Putting all questions of spot value of salmon out of consideration, there is no doubt that prospects for the next

season are such as would induce the carrying of very heavy stocks by most dealers. The run in the ordinary course should be a short one, but this uncertain fact may be ignored, and attention directed to other features which are more defined. First, the very large demand from all parts of the United States which makes the Puget Sound canners quite independent of the English market unless it is prepared to pay a very much higher price than now ruling; secondly, the greatly increased cost of materials and labor; thirdly, the continued high rates of freight, and fourthly, the active and growing competition on the Columbia river for the fresh fish from the refrigerating companies which has raised the price of salmon to a point almost beyond the canners' reach. Some sales of 1900 pack have been reported, and there has been some speculative buying in halves, but packers will not go on at the opening prices."

## CURRANTS IN LONDON.

Business in currants continues steady and general, though not so large in volume as it was during the earlier part of February. Provincial, as might be expected from its cheapness and excellent quality, continues to attract the greatest attention, so much so, indeed, that if actual demand were the principal factor in determining values, it is probable that the price would have already increased. This tendency, however, has been checked by the high rate of exchange prevailing at present between Greece and England, which has been brought about by considerations entirely apart from the supply and demand of the article which it nevertheless affects in a most important manner. There is at present a good supply of this and all other qualities, but with the increased demand which may be expected to be made during the spring and summer months on the stocks lying in the bonded warehouses on account of the evidently small holdings of dealers and grocers, it is probable that the more desirable parcels of all qualities will soon become scarce, and that those who wait to supply requirements until their stocks are actually exhausted, will have to reckon with a very moderate selection.—Produce Markets' Review, March 3.

## VALENCIA RAISINS DEARER IN LONDON.

Stocks of Valentias are in such small compass that any slight improvement in the demand affects the price, and the business reported last week has caused an advance of fully 1s. per cwt. Inquiries at Continental ports have failed to discover any excess of stocks, and even should there be

any remaining the quality would certainly be of the poorest.—Produce Markets' Review, March 3.

## AN IMPROVED APPLE MARKET.

Cable advices from Liverpool received in New York on Monday report a marked improvement in the demand for apples, with prices ranging from 17 to 21s. per bbl., according to quality and variety. The cable adds; "There appears to be a demand that will take incoming receipts without materially altering present prices."

## CANNED GOODS SLUGGISH.

Reports from Chicago characterize the condition of canned goods trade there as sluggish. This evidently applies only to the state of things as affecting canners, commission men and brokers, for, according to The Canner and Dried Fruit Packer, with the jobbers, comparatively speaking, there is fair activity in the distribution, with further improvement expected. It is figured out the stocks in the hands of retailers (the latter having bought with unusual freedom last fall in anticipation of higher prices), are becoming reduced by the steady demands of consumption, and will shortly need replenishing. What is true of the canned goods market in Chicago is equally true of the situation in New York, judging by the reports of brokers and jobbers.—New York Journal of Commerce.

## ORANGES IN LIVERPOOL.

Produce Markets' Review, under date of March 10, has the following regarding the orange market in Liverpool: "The advance in the price of oranges generally continues, and, as shipments from Spain are still on a very moderate scale, there does not seem any probability of a reaction. The crop in this country was reported from the first to be only a moderate one, and already several shippers are prognosticating the closing of the season in May. Jaffa oranges were generally expected to advance, but it is doubtful if any buyers were quite prepared for a rise of 2s. per box. Bitter oranges are extremely scarce, and the few parcels which have arrived during the week have realized an advance of from 2s. to 3s. per box."

## FRUIT TRADE WITH JAMAICA.

A press despatch from Kingston, Jamaica, says: "The Canadian Steamship Co. propose running a line of fruit steamers between Jamaica and Canada. The company has petitioned the Government for a subsidy, but no reply has yet been received. The fruit-growers of the southwestern ports of Jamaica favor the proposal, which is not intended to interfere with the operations of The Boston Fruit Co."

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| Baking Powder, Salted Peanuts, and Hand-Made Bakery Products.                     |                                                                                                        |

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goods and the prices we quote. **PRICE LIST MAILED ON APPLICATION.**

# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

## ONTARIO MARKETS.

March 22, 1900.

### GROCERIES.

THE slightly improved movement in wholesale groceries, noted last week, has been maintained, and although orders are not, as a rule, for large quantities, it is quite evident that the usual spring activity is setting in. One of the principal items of interest is the submission of the new prices for canned goods for next season's delivery. These prices are from 10 to 12½c. per doz. higher than the opening figures of last year. The movement in canned goods for present delivery shows some improvement, although the orders are generally of a sorting-up nature. The sugar market has continued to rule strong and an advance of 5c. per cwt. on all grades was made by the refiners on Monday evening. Coffees are meeting with a fair demand, and prices are firm with an upward tendency. Syrups and molasses are meeting with a fair trade. The tea trade shows a little improvement. Currants are in fair demand and firm as to price. There has been more demand for Valencia raisins, and prices both at home and abroad are higher. Prunes continue in good demand, with prices firm. There is a little business being done in cooking figs. Payments are just fair, not being as good as the trade would like.

### CANNED GOODS.

The feature of the canned goods trade is the prices for next season's canned vegetables, which have just been submitted to the trade by the Packers' Association. The prices are much higher than the opening figures of last year by from 10 to 12½c. per doz. There does not seem to be any disposition on the part of the wholesale men to buy at present figures, the latter stating that while prices may not go any lower they prefer to allow the packers to carry the stock. It might be noted that the independent factories, as far as known, are not quoting any lower than the association price. The demand for canned goods for present

delivery shows some improvement this week, although the orders are of a sorting-up nature. Quotations are unchanged being 90 to 95c. for tomatoes, \$1.05 to \$1.10 for corn, and 75c. up for peas. An improved demand is also to be noted for canned fruits. A little more business is being done in canned salmon, and trade in this line is generally accounted fair.

### COFFEES.

The coffee market generally appears to be in a satisfactory condition. Mail advices from London to hand this week state that Mocha coffees are very scarce with prices showing an upward tendency. The market for green Rio coffee also shows increased strength on account of lighter receipts. Locally the demand for Rio coffee has fallen off slightly, but stocks are light and prices firm.

### SUGARS.

The increased strength noted last week in the outside markets has been maintained,

See pages 27 and 28 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

there having been advances in raw sugars in both Europe and the United States, and in the latter country on Monday last all refined sugars were marked up 5c. per 100 lb. In sympathy with the latter advance, the Canadian refineries on Monday evening also put their prices up 5c. per 100 lb. This makes the price of granulated sugar in Toronto \$4.58 for Montreal refined, and \$4.53 for Acadia. Yellows run from \$3.76 upwards. The demand for sugar on the local market is brisk, and there has been quite an inquiry for good-sized lots.

### SYRUPS AND MOLASSES.

The high price of butter has created a brisk demand for syrups, particularly the high grades for table use. The syrups which are going out most freely are corn syrups. There is a good demand for molasses, particularly for the kind suitable for baking.

### RICE AND TAPIOCA.

The demand for rice keeps steady at unchanged prices. Tapioca in the primary market is a little easier, being quoted about 3d. per cwt. lower. This, of course, has had no effect on the quotations locally, the price to the retail trade still being 4¾ to 5½c. per lb.

### TEAS.

The tea trade generally shows some slight improvement. The representatives of shipping houses are doing a little more in Indian and Ceylon teas in medium and low grades, although the buying is by no means free. There has been a little inquiry for a flavory Ceylon tea, but there has not been much business doing, as teas of this kind are somewhat scarce. There are some old season's Japan teas offering and a little business has been done. This may be due to the fact that some exceptionally good values are being offered. The demand is chiefly for teas at about 12½ to 16c. The package tea trade is brisk.

### FOREIGN DRIED FRUITS.

CURRANTS—An improved demand is to be noted for currants. It is presumably caused in part, at least, by the scarcity and dearness of Valencia raisins. The primary market is firm and importers have not been able to place orders at less than an advance of 6d. on recent previous orders.

VALENCIA RAISINS—A great deal more interest is being taken this week in Valencia raisins. The cause of this is principally an increased inquiry from buyers, while an advance of 3s. per cwt. is announced from London. Wholesalers have been paying 7 to 8c., in lots, to each other, while the price to the retail trade has been advanced ½c. per lb., to 7½ to 8c., according to grade. As the trade is already aware, there is quite a difference in grades on the market. Stocks are practically confined to selected, as no one appears to have fine off-stalk or layer raisins.

PRUNES—Trade continues fairly brisk on retail account, and some orders for importation have been placed during the week. Both Californian and European prunes are firm in price.

FIGS—A fair business is being done in cooking figs, but only an occasional order is being received for Eleme figs. Mat figs are selling at 3¼ to 3½c. per lb. and Eleme at 10 to 11½c. per lb.

### GREEN FRUITS.

The advance in the price of oranges has somewhat checked the wholesale trade, but as retailers' stocks run down an improvement in the demand is looked for. The market is at present bare of Valencias, but more are expected at higher prices. Lemons are selling briskly at the advance of a couple of weeks ago, and prices are again tending upwards. The high price of bananas is greatly curtailing the consump-

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ST. STEPHEN, N. B.

tion here, yet the tendency is steadily upward. Quotations on car lots at the Atlantic coast are so high that supplies could not be laid down for less than \$2 for good bunches. When the cost of ripening and handling, as well as allowance for shrinkage and profit, is added it will be seen that the outlook is for high-priced bananas in the next few weeks. What stock is now on the market is firm at \$1.50 and \$2.25, according to the quality of the bunch. Cocoanuts are offering this week. The price is firm at \$3.75 to \$4 for bags of about 100, while small lots of nuts sell at 5c. apiece. Cranberries are moving fairly well. There has been some movement from this market to Montreal and other centres, where prices are higher than the ruling quotations here, where the retailers will not pay the high prices generally prevailing. The stocks held here are not large and will likely be exhausted before the end of the season. There is a good demand for apples. Much excellent stock is offering. The general range of values for good stock is \$3.50 to \$3.75, but as high as \$4 has been paid for barrels of fancy fruit. A few snow apples, in fine condition, are offered at 40c. per basket, or \$3 per barrel.

### COUNTRY PRODUCE.

**EGGS**—The market has steadied somewhat. Some days during the week the supply has been lighter than others, and as high as 14c. was obtained for new-laid, but, as a rule, 13 to 13½c. has been the range asked. Lower prices are looked for. A fair proportion of held eggs are offering at about 10c.

**POTATOES**—There is no change. Carlots are offering freely at 38 to 40c. per bag,

and, as a rule, sellers find purchasers at these figures. Small lots out of store are selling actively at 45 to 55c.

**BEANS**—The market is quiet, with prices steady at \$1.75 to \$1.80 for hand-picked and \$1.55 to \$1.65 for mixed.

**DRIED AND EVAPORATED APPLES**—The market is quiet. Jobbers are selling ordinary good stock at 7 to 7½c., but as high as 8c. is being paid for fancy lots. Dried apples are steady at 5¼ to 6c. in a jobbing way for choice stock.

**POULTRY**—There is a fair demand for chickens and turkeys in choice condition. As high as 14c. is paid for the best turkeys coming in, but much of what is offered will not bring over 12 to 12½c. Chickens are worth 75 to 85c., and older fowl from 40c. up.

**HONEY**—The market is easy at 8½ to 9c. for strained clover. Strained buckwheat is quiet at 5½ to 6c. Clover comb is steady at \$1.50 to \$2.25.

**VEGETABLES**—Green mint is offering this week at 30 to 45c. per doz. bunches. Lettuce is 5 to 10c. cheaper. Otherwise there is no change. A brisk demand is noted. We quote: Rhubarb, \$1 per doz. bunches; green onions, 10 to 15c. per doz.; green mint, 30 to 45c. per doz. bunches; parsley, 15 to 20c.; radishes, 35 to 40c. per doz. bunches; lettuce, 25 to 40c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 40 to 50c. per doz.; onions, \$1 to \$1.25 per bag.

### BUTTER AND CHEESE.

**BUTTER**—The upward movement in the price of butter reached a climax last Saturday when as high as 27c. was paid for dairy prints and 29 to 30c. for creamery squares.

On Monday and Tuesday the market experienced a decided slump, and now prices are 2 to 3c. below last Saturday's figure. We quote: Dairy large rolls, 22 to 23c.; prints, 23 to 24c.; creamery tubs and boxes, 24 to 25c.; prints and squares, 25 to 26c.

**CHEESE**.—Though one or two dealers are clearing out at 13c., the general opinion seems to be that the conditions warrant the holding of the small stocks of cheese now on the market firmly at 13 to 13½c., per lb.

### PROVISIONS.

The price of dressed hogs has gone up 12½c. per cwt. in the past 10 days, and now as high as \$7 has been paid for dressed hogs, though \$6.75 is a more general figure. All provisions are stiff in price. Some houses talk of an advance. For the present, no change is noted.

### FISH AND OYSTERS.

The demand for trout and whitefish keeps brisk, and stocks are likely to be depleted before long. Salt water fish, particularly cod and haddock, are also selling well. Steak cod and herring are 1c. per lb. higher. Frozen herring have advanced 15c. per 100. We quote as follows: Trout, 7c.; whitefish, 8c.; perch, 5c.; blue pike, 4c.; yellow pickerel, 7½c.; herrings, 4½c.; steak cod, 7c.; haddock, 5c.; white halibut, 12½c.; high-color salmon, 12½c.; red snappers, 12½c.; Spanish mackerel, 12½c.; frozen herring (large) per 100, \$1.75; haddie, 7 to 8c. per lb.; ciscoes, per 100, \$1; bloaters (St. John), per 100, \$1; Yarmouth, extra mild and large, \$2.20 to \$2.25; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 6½c.; shredded cod, \$1.80 per box; oysters, Baltimore selects, \$4.80;

are choice eating and cooking Figs and Dates. Put up in **I-LB. CAKES**—each wrapped and packed in special Caddies, containing 4-doz. cakes.

Cost retailer 7½c. and sell at 10c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

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Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 2 caddies to any part of Ontario. State name of your wholesaler in ordering. Assorted Caddies (24 cakes each Figs and Dates) make a fine display, and are having a large sale.

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CALIFORNIA NAVEL  
**ORANGES**

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We have them in all sizes.

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51 Front East, TORONTO.

Baltimore standards, \$3.75; Norfolk standards, \$3.30 per pail.

### GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market shows an advance of 1c. outside, both red and white now being quoted 66c. Deliveries on the Toronto street market are small. Prices are steady throughout. We quote the street market as follows: Wheat, white and red, 68 to 69c.; goose, 71c.; peas, 60c.; oats, 31½ to 32c.; barley, 45 to 46c.; rye, 50c. No. 1 hard Manitoba wheat shows an advance of 2c., and is now firm at 80c.

FLOUR—The market is quiet, but an improvement in the demand is looked for. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.55; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—An advance of 10c. is noted for oatmeal and rolled oats, Cornmeal is 25c. dearer. We now quote: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

### HIDES, SKINS AND WOOL.

HIDES—The market is dull. Cured hides are ¼ to ½c. lower. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ½c. more. Cured hides are quoted at 9¼c.

SKINS—There is no change. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.25.

WOOL—The markets are easier in sympathy with a weaker feeling in the British markets. Combing fleece is selling at 19c. and unwashed at 11 to 12c., a decline of 1c. in both cases.

### SEEDS.

Conditions are much the same as a week ago. There is a little doing in alsike at \$4.50 to \$6.50 outside, according to quality. Red clover is unchanged at \$5.25 to \$5.75. Dealers are freely paying \$1 to \$1.25 aboard cars outside for good to choice machine-threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed. Inferior timothy is not wanted.

### MARKET NOTES.

Valencia raisins are ½c. dearer, locally. Refined sugars are quoted 5c. per lb. higher.

Cocoanuts are on the market at \$3.75 to \$4 for sacks of 100.

Dairy butter is 2c. and creamery butter 1 to 2c. lower than last week.

Herring and steak cod are 1c. per lb. dearer. Frozen herring are 15c. per 100 higher.

Standard oatmeal and rolled oats have

GOLDEN CROWN LOBSTER, flats and tails  
GOLDEN KEY LOBSTER, flats only.  
GOLDEN CROWN CANNED CLAMS, 1-lb. talls.  
GOLDEN DIAMOND BLUE BERRIES, 2's size.

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**FLEISCHMANN'S  
VEGETABLE  
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All BAKERS and GROCCERS handling this Flour exclusively are making money.

**Superior Quality**  
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advanced 10c. Cornmeal has gone up 25c. since last week.

Prices for new season's canned vegetables and fruits have been submitted to the wholesale trade. They are 10 to 12½c. higher than the opening quotations last week.

## QUEBEC MARKETS.

MONTREAL, March 22, 1900.

### GROCERIES.

THE position generally seems to be a pretty healthy one, and legitimate business in all departments is fully up to the average if not in excess of it. The close relation between the local and New York sugar markets was illustrated this week by the prompt manner in which prices moved up 5c. here as soon as the news was received of an advance there. The raw article also has been firmer in its tendency. Molasses gives no indications yet of the break at the Islands that importers here have been expecting, and it is just possible that they may be out in their calculations. Canned goods, particularly vegetables, have met an active jobbing demand, and rule very firm. Rice is unchanged, while spices and coffees are quite stiff in their disposition. An increased movement in teas from first to second hands has been a feature, and, with the exception of low-grade Japans, prices show a firm disposition. In country produce, a heavy slump in butter, which promises to go lower before the week is out, has been the leading feature.

### SUGAR.

The close relation between the sugar market here and that in New York was again exemplified this week when advices Monday of a rise of 5c. in New York led to a similar advance by Canadian refiners, the basis now being \$4.45 for granulated and \$3.65 to \$4.35 for yellows, as to grade. Strength in the raw material and a better demand were the ruling influences. At New York all grades of refined sugars have been advanced 5c. per 100 lb., and raws 1-16c. per lb. Raw, strong; fair refining, 3 15 16c.; centrifugal, 96 test, 4 7-16c. Molasses sugar, 3¾c. Refined, strong; standard "A," 4.95c.; confectioners' "A," 4.95c.; mould "A," 5.40c.; cut loaf, 5.55c.; crushed, 5.55c.; powdered,

5.25c.; granulated, 5.15c.; cubes, 5.30c. In London, beet sugar has been cabled ¾d. higher, at 10s. 1½d. for April delivery, with March unchanged at 10s. ¾d. Cane firm, with but little offering, and prices as last quoted with Java at 12s. 3d., and fair refining at 11s. 3d.

### SYRUPS.

Business in syrups has continued quiet, the demand being only for small lots to meet actual requirements. Prices are unchanged at 1½ to 2c. per lb., as to quality, at the factory.

### MOLASSES.

Cables from the Islands, in reply to requests for firm offers for prompt shipment, state that 15c. first cost is the best figure, and that, as small vessels are scarce, no shipment can be guaranteed until April 15, with the demand exceeding the supply and higher prices anticipated. Based on present advices, molasses could not be laid down on the wharf in Montreal for less than 32c. On spot, the market is quiet, and there has been no operating on the part of local buyers in new crop stock, up to the present. In a jobbing way, a fair trade is doing at 43c. for single puncheons, and carload lots are quoted at 42c. Antigua is selling at 32½ to 34c., as to quantity.

### CANNED GOODS.

Trade in canned goods in a wholesale way from first to second hands has been limited, but no active jobbing movement is in progress, particularly in vegetables, and values all round are held firm. Beans are stiff at 85c.; peas at 85 to 90c.; tomatoes at 87½ to 90c.; corn at \$1.05 to \$1.10, and one gallon apples at \$2.10 to \$2.15.

### DRIED FRUITS.

There has been a fair jobbing demand for dried fruits, but supplies of all kinds are small which restricts business. Prices are firm on all descriptions.

### RICE.

There is no change to note in rice, a fair business passing, and values being firmly held at \$3.30 to \$3.40 for standard B.

### SPICES.

These continue moderately active and firm. The demand has been principally for Singapore and Penang pepper, cloves

and nutmegs, and some fair-sized lots of these have been placed for prompt shipment direct from London. We quote: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 8¾c.

### COFFEES.

The firm tone in coffee is fully retained, but the quieter feeling noted last week still continues. Good medium Jamaica has sold at 9¾c., which is 2c. above what was paid for the same quality a fortnight ago. We quote: Maracaibo, 9½ to 14c.; Mocha, 17½ to 20c.; Rio, 8 to 14c., and Mexicans, 10½ to 15c.

### TEAS.

There has been more activity in this market during the week, and a good volume of business has been put through. Fair-sized lots of Ceylons have sold at 14 to 22c. for desirable grades, and lots of gunpowders have changed hands at 11½ to 15c. Low-grade Japans have been offered freely at 10 to 13c., but holders find it difficult to secure purchasers, and it looks as if they would have to shade. High-grade Japans are scarce, and holders have asked and obtained in several instances 18 to 20c. Cables from Colombo say that the auction sales were on a smaller scale, with prices firmer for all grades.

### FISH.

There is little new to relate in the fish line and stocks of all lines are small, with the exception of green cod, which are in rather ample supply. Fresh haddock and whitefish are rather easier, finnan haddies and bloaters are lower. We quote: Labrador salmon, \$13 per bbl.; B.C. salmon, \$13; No. 1 mackerel, \$16 to \$16.50; No. 1 green cod, \$4.50 to \$4.75; No. 2 green cod, \$3.50; dried codfish, \$4.50 to \$4.75 per 112 lb.; dressed or skinless cod, \$4 to \$4.50, and boneless codfish, 5½ to 6c. per lb.; haddies, 6½ to 7c. per lb.; bloaters, 75 to 90c. per box; smoked herring, medium, 12 to 13c.; Lock Fyne herring, \$1.05 per keg. Fresh fish—Haddock, 3¾ to 4c.; whitefish, 7 to 7½c.; dore and pickerel, 5 to 5½c.; pike, 4 to 4½c.; salmon, 9 to 10c.; halibut, 9 to 10c.; fresh herrings, \$1.75 to \$2 per 100; smelts, 3 to 6c. per lb., and tommycods, \$1.25 to \$1.50 per bbl.

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on the deepest black is the result when

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is used. That's what the user asks for. If he gets it he is pleased, both by it and by his dealer.

Orders promptly filled.

How about your supply ?

**Pure Gold  
Toronto.**

SAMPLES FREE.

## GREEN FRUITS.

There has been little doing in the fruit trade and there has been no change in any line. We quote as follows: Apples, \$3 to \$5 for No. 1, and \$2 to \$2.50 for No. 2. Almeria grapes at \$7 to \$9 per keg. Oranges, Valencias, 420's, \$4.25 to \$4.50; 714's, \$5.50; Californian navels, \$2.85 to \$3.50, and budded, \$2.25 to \$2.50; Jamaicas, \$5 to \$6 per bbl. Lemons, \$2 to \$2.75 per box. Cranberries, \$8 to \$10 per bbl.

## COUNTRY PRODUCE.

**EGGS**—The tone of the market was firmer, owing to the small offerings, and prices advanced ½c. per doz. The demand was fair, and sales were made at 14 to 14½c. Western limed are offering freely at 10 to 11c., and meeting with a slow sale.

**BEANS**—The tone of the market for beans is firm. Choice hand-picked, pea beans are held at \$1.80 to \$1.85, and choice primes at \$1.70 to \$1.75.

**MAPLE PRODUCT**—Business in maple product continues quiet, and until the new crop commences to come forward little activity is expected. Choice is quoted at 70 to 75c. per wine measure, and large tins, 90c. to \$1. Pure sugar, 10½ to 11c.; common, 8 to 10c. per lb.

**HONEY**—The supply of white clover honey in comb is very small, and prices for such are

firmly held. White clover, in comb, is quoted at 14 to 15c.; white extracted, in large tins, 9 to 9½c.; and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

**POTATOES**—A fair trade for the season continues to be done in potatoes. Carlots on track, 42½ to 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

**ASHES**—Receipts of ashes are small, for which the demand is slow, and prices easy. We quote: First pots, \$4.70 to \$4.80; seconds, \$4.40 to \$4.45, and pearl's, \$5.50 to \$5.75 per 100 lb.

**DRESSED HOGS**—The demand continues good, and as the supply is small, prices rule firm at \$7.50 to \$7.75 per 100 lb.

## PROVISIONS.

There was an improved demand for most lines, and the market is fairly active at firm prices. We quote: Canadian short cut mess pork, \$15.50 to \$16; short cut back, \$14.50 to \$15, and heavy long cut mess, \$14.50 to \$15 per barrel; pure Canadian lard in pails, 7½ to 8c. per lb.; and compound refined, 6¼ to 6¾c. per lb. Hams 10 to 12c., and bacon 11 to 12c. per lb.

## FLOUR AND GRAIN.

**FLOUR**—This market has been somewhat unsettled. The demand from both local and country buyers for small lots to fill actual wants is fair, but the volume of business

## The Spring

season it the time when poultry owners experience the greatest need of a tonic for their fowls. Hens will not lay freely nor will young chicks grow quickly unless properly cared for.

## Pratts Poultry Food

fed regularly, meets just this need.

## Pratts Animal Regulator

for Horses, Cows, Sheep and Hogs. The worst run-down animal quickly recovers when Pratts Food is fed. It goes to the root of the matter.

Grocers and storekeepers all over Canada are making money by handling Pratts Foods.

PACKAGES RETAIL AT 30c.

2 DOZ. IN A CASE, \$4.80 PER CASE.

50 PER CENT. PROFIT.

Freight allowance on two cases or over.

**ROBERT GREIG**

29 Melinda St., TORONTO.

doing on the whole is small. We quote: Winter patents, \$3.65 to \$3.85; straight rollers, \$3.25 to \$3.30; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.70 to \$4, and strong bakers', \$3.40 to \$3.60.

**GRAIN**—There has been a good export trade in Manitoba wheat over the cable, but there is little or no inquiry for coarse grains, in consequence the spot market remains quiet with no change to note. For May delivery, afloat, the following prices were quoted: Ontario spring wheat, 73 to 73½c.; peas, 72c.; rye, 61¾c.; buckwheat, 58½c.; No. 1 barley, 51c.; No. 2 do., 49c.; oats, 32 to 32½c. Spot prices are: Oats, 31 to 31¼c.; peas, 69 to 69½c., and buckwheat, 56c.

**FEED**—There is nothing new to note in feed. The scarcity of bran and shorts continues, and prices rule firm. We quote: Manitoba bran, in bags, \$17; shorts, \$18; mouille, \$19 to \$25; Ontario bran in bulk, \$17.50, and shorts, \$19 per ton.

**OATMEAL**—Business in rolled oats is chiefly of a small jobbing nature and values rule steady at \$3.40 per bbl., and \$1.65 per bag.

**HAY**—A fair trade was done in baled hay on spot, but the demand for export is slow, and a good many orders that were placed by the Government for shipment to South Africa have been cancelled. We quote:

# Buy Tea Now,

Buy tea always, but don't buy TEA until you have consulted us. We have some splendid values in **Ceylons, Indians and Japans.**

Wholesale only. Samples and prices on application.

**S. H. EWING & SONS, Montreal**  
**96 KING STREET.**

No. 1, \$9 to \$10; No. 2, \$8 to \$9, and clover, \$6.50 to \$7 per ton, in carload lots.

#### CHEESE AND BUTTER.

**CHEESE**—The cheese market here was unchanged, but in contrast to the tenor of private advices there was a decline of 6d in the Liverpool public cable to 60s. for white and 63s. for colored cheese. The news attracted little attention from the holders of the small remaining stocks here and prices are unchanged at 12½ to 13c. for white and 13¼c. up for colored. The supply of the latter here cannot exceed a few thousand boxes.

**BUTTER**—The expected has happened and the extreme prices having curtailed demand and increased the supply, there has been a break of fully 3 to 5c. in prices, supplies being freely offered at 25 to 27c. to-day, and they have a downward tendency even at this decline.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., March 22, 1900.

**T**HE volume of business continues to show an increase. Markets, except in sugar and flour, are very firmly held. In the former, the position has been very unsatisfactory, seemingly quite firm one day, then off the next, and again advanced almost immediately. The St. John Board of Trade has been quite active of late endeavoring to stimulate interest in outside towns that they form local boards. The matter of duty now charged on packages that when empty are worthless has had consideration, and active measures are to be taken. There is also an agitation favoring certain export duties, about which more is likely to be heard later. The sailing of steamers from St. John with hay and supplies for South Africa has had a beneficial effect on trade here.

**OILS** — There is continued fair demand for burning oil. As far as the wholesale grocer is concerned, however, the business is being largely taken out of his hands. The oil people have always sold the retailer

direct, but now that they supply the city retailer from their tank wagons at less than the barrel price there is no chance for the wholesale grocer except where the dealer may want to buy on time, the oil wagon selling only for cash. This is not a desirable trade. The wholesale grocers now complain that the retailer makes them wait an extra time for their money that they may pay cash for their oil. Of paint oils there is active sale. Turpentine, perhaps, was never as high as now, but even higher figures are expected. In linseed oil some little Canadian is seen, but it said the supply is not equal to Western demand. The price is high. In lubricating oil large sales at full figures are reported.

**SALT**—There are continued arrivals of Liverpool coarse salt. Quite large stocks are held. While prices show an advance, there is little change in the local market. Outside buyers have been somewhat backward about filling their wants. Movement is not equal to last season. In fine salt there is but a fair business. We quote as follows: Liverpool coarse, 50 to 55c. English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

**CANNED GOODS** — There is little new. Some buyers feel that the terms on which the new pack is offered are rather onesided, and that the buyer should not be held to take his full order if the packer is only required to fill 60 per cent. They would prefer something nearer to the American terms. There is little tendency on the part of buyers to place orders so early, particularly at present prices. It would seem that packers feel any change will mean higher figures, at least in vegetables. Stocks of corn are becoming small, and full figures are asked. In this line and tomatoes higher

figures are expected. Peaches are very firmly held. Local prices low, compared with cost to replace. Some American strawberries have been brought here. Strawberries are one of our best selling canned fruits. Blueberries have better sale. The high price of oysters is resulting in improved demand for canned clams. New Brunswick sardines also are moving more freely.

**GREEN FRUITS** — If it were not for Valencian oranges there would be little business. Prices are rather high. The quality is now at its best. Some extra stock, packed six boxes (of 50 each) to the case, were received this week, but buyers are slow to pay the difference in price. The sale of Californian navels is light. Lemons have a good sale at rather higher figures. The apple market seems easy. There are quite a few still held in Nova Scotia, and the English market is not very satisfactory. Bananas are firmer, and it is thought rather higher prices will rule this season.

**DRIED FRUITS**—There is little doing. Holders of California prunes are somewhat disappointed. Quite an advance was expected this spring. At least small sizes (that is 90-100) were expected to be scarce, if not higher. The fact that there were plenty of the larger size would keep down the price. And there seems to be plenty, and some New York holders seem able to supply them as low as ever. Where they get them is a question. Except seeded raisins there is little doing in other Californian dried fruits. Raisins are dull, the only firm spot being loose muscatels. Dates are firm. Package dates have but light sale. Figs are easy, with a fair movement. Evaporated apples are another disappointing line. In the fall western holders were very firm, many holding for higher figures, but to-day, after a steady decline, prices are the lowest of the season. There are fair stocks. Very few dried are seen. A fair business is doing in onions, which are rather firmer. All nuts are firmly held.

**DAIRY PRODUCE**—Eggs continue to drop

The Following Brands  
Manufactured by

**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO**

OLD CHUM.

SEAL OF NORTH CAROLINA  
OLD GOLD.

**CIGARETTES**

RICHMOND STRAIGHT CUT.  
SWEET CAPORAL.

ATHLETE.

DERBY

**CALIFORNIA ORANGES**

**Messina Lemons, Fruits and Nuts** of all kinds.  
An excellent assortment of only the best grades always  
on hand and we can supply you at lowest market prices.

**Bananas.** The fruit is arriving in first class con-  
dition. Port Limon stock is exceptionally fine.

**Fruit Auction Sales.** These auction sales are  
held every Wednesday and we will be pleased to give  
you any information required.

**McWILLIAM & EVERIST**

Wholesale Commission Merchants.

25 and 27 Church St., TORONTO, Can

Telephone 645.

**AT  
LOW  
PRICES**

New Dry Cod  
Labrador Salmon  
Green Cod  
Canned Mackerel  
Canned Clams



**J. & R. McLEA,**

23 Common St.

MONTREAL.

**New Pack**

**Clark's Meats**

Place Your Order Now  
and get Early Delivery.

**Now Ready.**

**Quality At. Handsome Packages.**

Demand Constantly Increasing.

THE MANITOBA

**Produce & Commission Co.**

Limited

WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

PICKLED, DRY AND  
SMOKED FISH

Consignments and  
Correspondence Solicited.

BRANCHES

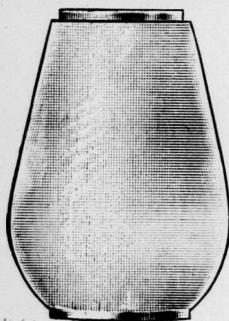
AT:

Vancouver,  
Victoria,  
Nelson,  
Rossland,  
B.C.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited.

**CANADA'S CANNED FISH**

Sardines, all grades  
Oval Kippered Herring  
Oval Kippered Haddies  
Scallops  
Clams  
Clam Chowder

Every Tin Guaranteed

Order from your wholesale grocer.

**JOHN SEALY, St. John, N.B.**



The Best Criterion of the Merit of

**DEWAR'S WHISKY**

is the ever increasing demand. The high Standard of Quality which first brought the Whisky into prominence is rigidly maintained, and every bottle **CORKED** in Dewar's Distilleries is a guarantee that you get the "BEST" in "SCOTCH."

off in price, and holders lose no chances for sales. In butter fancy prices rule, and all grades are scarce. The quantity of butter held through the country is light. As yet, little creamery butter is made in this Province and no stocks were held, as the export demand was good. In cheese, the price is also very much above the average. In fact, it is quite a compliment to get them at any figure. Such few small cheese as were held for shipment to the West Indies are going into local consumption.

**SUGAR**—The market has been very unsteady. Firm figures one day are followed by a marked decline, and again advance to old figures immediately. The local refinery seems bound to keep out both American and foreign sugar, both of which have been offered quite freely. The fact that the American market price for consumption went off more than that for export somewhat added to the uncertainty of the situation.

**MOLASSES**—There is still some very choice Porto Rico held here. It commands full figures. It is about the only thing offering, except New Orleans. In the latter figures have slightly advanced. The quality offered is good and there are continued fair imports. New goods continue to interest buyers, but prices at the Islands are high. There is some Porto Rico due, but it will be held high. There have already been several small cargoes into Halifax.

**FISH**—The fact that fish are so scarce very much affects sales. In pickled fish, for which there is always a ready sale at this season, there is almost a bare market, and the already high figures have been further advanced. In haddock, the supply is so light that for some time they have been brought from Boston to make finnan haddie for the local demand. Smoked herring, however, continue dull, and dry fish show no change in price. There are fair stocks of cod held. Bloaters are in light supply at rather higher figures. Kippers are out of the market. A few gaspereaux are seen, but it is yet early. Smoked gaspereaux are very popular at the first of the season. We quote: Large and medium dry cod, \$3.70 to \$3.80; small, \$2.50 to \$2.60; pickled shad, \$4.50 to \$5, as to quality; haddies, 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.35 to \$2.45 per 100; pickled herring, \$2.10 to \$2.25 per half bbl.; bloaters, 70c.; kippers, \$1.50; smelts, 5c.; Shelburne, \$4.50 to \$4.75; halibut, 11c.

**PRODUCE**—While the market is firm, the movement is not large, though in smoked meats there is an improved demand. Lard

is firmer, and not as freely offered. Fair stocks are held.

**FLOUR, FEED AND MEAL**—There is little, if any, change, and if there is any change it favors an easier feeling. There is but little life in the business. The oatmeal market, while slightly higher, shows little change. Oats, however, seem somewhat scarce and higher. Cornmeal is a free seller at even figures. The market is now well supplied by local mills. In barley, somewhat higher prices are asked. The sale during the past season has not been large. Both split and blue peas are firm. Boiling peas have a very light sale. While hay is higher the local market is rather dull. Buyers are not purchasing seeds as freely as usual, not wanting at present figures to carry over stock. We quote as follows: Manitoba flour, \$4.50 to \$4.70; best Ontario, \$3.80 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.15 to \$2.25; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.85 to \$1.95; prime, \$1.75 to \$1.80; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50.

#### ST. JOHN NOTES.

Paterson's Worcestershire sauce, so well known throughout Canada, is meeting with a large demand here this season.

Mr. McGilchrist, representing Andrews, Bell & Co., Liverpool, Eng., was in the city this week, and, with the local representative, A. S. Bowman, called on the city trade.

Theo. H. Estabrooks, wholesale tea merchant, gave the following order to The G. and G. Flewelling Manufacturing Co., of

Hampton, N. B., during the past week: 3,000 cases to hold 100 lb. each, and 2,000 cases to hold 60 lb. each. This means a handling in package goods alone of over 200 tons.

The wholesale grocery trade of our city have furnished four men to go to South Africa. The last to go was Duncan Robertson, son of George Robertson, M.P.P., and for many years with Merritt Bros. & Co. Mr. Robertson, like many others, though an officer in the militia, will serve in the ranks.

#### CONDENSED OR "WANT" ADVERTISEMENTS.

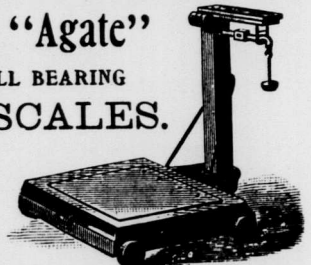
Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

**FOR SALE**—I "HOWE" SOLDERING MACHINE, 6-ft. long. Apply to The Thos. Davidson Mfg. Co., Limited, Montreal, Que.

**A WINNIPEG FIRM HAVING GOOD CONNECTION**, with travelers in Manitoba and Northwest, want agencies for canned goods, teas, confections, biscuits, extracts or any goods handled by grocers and general merchants. Apply, Post Office Box 892, Winnipeg. (13)

#### SENSIBLE GROCERS USE THE

Wilson "Agate"  
AND BALL BEARING  
SCALES.



Catalogue  
Free.

**C. WILSON & SON,** 69 Esplanade St. E., TORONTO, ONT.

## BANANAS.

With a little moderate weather Bananas will move freely; we are just commencing another season and will handle the best grown. The trade can depend upon getting Fancy Ripe Bananas from us.

## ORANGES.

Big sellers just now; car of extra Fancy Navels from Arlington Heights Fruit Co. in stock—as fine fruit as any grown.

Also arriving this week, car of Fancy Valencias, Ordinary 420's and Jumbo 420's. Prices right on all we handle.

## HUGH WALKER & SON,

Wholesale Fruits,

GUELPH, ONT.

## "QUEEN CITY" TABLETS

**WASHING  
MADE  
EASY...**

Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

For sale by Grocers, Druggists, and General Stores.

**QUEEN CITY OIL COMPANY, Limited**

SAMUEL ROGERS, President.

TORONTO, ONT.



**Soap** "IMPERIAL" and "SNOW" TWIN CAKES

NOW IN STORE.  
Perkins, Ince & Co., - Toronto

BUY **Star Brand**

**COTTON CLOTHES LINES**

— AND —  
**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers  
See that you get them.

THE ADVERTISER WHO LIES  
IN THE TRADE JOURNAL,  
WILL NEVER LIE ON A  
BED OF ROSES.

That is why we always adhere to the truth when telling you about

**BOECKH'S**



**BRUSHES.**

You can warrant them to your customers. They are bound to give satisfaction because they are THE BEST.



80 York St  
TORONTO.

**COFFEE**

|                     | Montreal, Quebec. | Toronto, Hamilton. | St. John, Halifax. | Manitoba and B.C. |
|---------------------|-------------------|--------------------|--------------------|-------------------|
| Green -             |                   |                    |                    |                   |
| Mocha               | 24                | 23                 | 28                 | 25                |
| Old Government Java | 27                | 22                 | 30                 | 25                |
| Rio                 | 10                | 9 1/2              | 12 1/2             | 12                |
| Santos              |                   | 10 1/2             | 15                 |                   |
| Plantation Ceylon   | 29                | 25                 | 30                 | 29                |
| Porto Rico          |                   | 22                 | 25                 | 24                |
| Gautemala           |                   | 22                 | 25                 | 24                |
| Jamaica             | 18                | 15                 | 20                 | 18                |
| Maracaibo           | 13                | 13                 | 18                 | 13                |

**NUTS**

|                            |       |        |        |       |      |
|----------------------------|-------|--------|--------|-------|------|
| Brazil                     |       |        | 13     | 8 1/2 | 9    |
| Valencia shelled almonds   | 26    | 30     | 25     | 30    | 22   |
| Tarragona almonds          |       |        | 14     | 13    | 15   |
| Formegetta almonds         |       |        | 13     |       |      |
| Jordan almonds             |       |        | 35     | 40    |      |
| Peanuts (roasted)          | 6 1/2 | 9 1/2  | 9      | 10    | 9    |
| " (green)                  | 5 1/2 | 8      | 7      | 9     |      |
| Cocoanuts, per sack        | 3 00  |        | 3 75   | 3 50  | 4 00 |
| Grenoble walnuts, per doz. |       |        | 60     | 60    | 70   |
| Marbot walnuts             | 14    | 15     | 14     | 9     | 10   |
| Bordeaux walnuts           | 12    | 12 1/2 | 10 1/2 | 9     | 10   |
| Sicily filberts            |       |        | 10     | 9     | 10   |
| Naples filberts            |       |        | 10     | 11    | 11   |
| Pecans                     |       |        | 10     | 11    | 12   |
| Shelled Walnuts            | 20    | 23     | 23     | 25    |      |

**SODA**

|                                |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|
| Bi-carb, standard, 112-lb. keg | 2 25 | 2 50 | 2 00 | 1 85 | 2 00 |
| Sal soda, per bbl              | 70   | 75   | 80   | 90   | 85   |
| Sal soda, per keg              | 95   | 1 00 | 1 00 | 95   | 1 00 |
| Granulated Sal Soda, per lb    |      |      |      | 1    |      |

**SPICES**

|                                              |    |    |    |    |    |    |
|----------------------------------------------|----|----|----|----|----|----|
| Pepper, black, ground, in kegs, pails, boxes | 13 | 15 |    | 18 | 14 | 15 |
| " " in 5-lb. cans                            | 14 | 17 |    | 19 | 15 | 16 |
| " " whole                                    | 11 | 12 |    | 19 | 12 | 13 |
| Pepper, white, ground, in kegs, pails, boxes | 20 | 23 | 18 | 24 | 24 | 26 |
| " " in 5-lb. cans                            | 20 | 23 | 20 | 26 | 20 | 22 |
| " " whole                                    | 19 | 25 | 19 | 25 | 20 | 22 |
| Ginger, Jamaica                              | 19 | 25 | 22 | 25 | 20 | 25 |
| Cloves, whole                                | 12 | 30 | 14 | 35 | 18 | 20 |
| Pure mixed spice                             | 25 | 30 | 25 | 30 | 25 | 30 |
| Cassia                                       | 20 | 40 | 20 | 40 | 16 | 20 |
| Cream tartar, French                         | 25 | 24 | 25 | 20 | 22 |    |
| " " best                                     | 28 | 25 | 28 | 25 | 28 |    |
| Allspice                                     | 17 | 17 | 17 | 16 | 18 | 18 |

**WOODENWARE**

|                             |  |      |       |  |       |
|-----------------------------|--|------|-------|--|-------|
| Pails, No. 1, 2-hoop        |  |      | 1 90  |  | 1 90  |
| " " 3-hoop                  |  |      | 2 05  |  | 2 05  |
| " " half, galnead           |  |      | 1 75  |  | 1 75  |
| " " quarter, jam and covers |  | 1 20 | 1 45  |  | 1 45  |
| " " candy, and covers       |  | 2 70 | 3 20  |  | 3 20  |
| Tubs, No. 0                 |  |      | 11 00 |  | 11 00 |
| " " 1                       |  |      | 9 00  |  | 9 00  |
| " " 2                       |  |      | 8 00  |  | 8 00  |
| " " 3                       |  |      | 7 00  |  | 7 00  |

**PETROLEUM**

|                      | Montreal, Quebec. | Toronto, Hamilton. | St. John, Halifax. | Manitoba and B.C. |
|----------------------|-------------------|--------------------|--------------------|-------------------|
| Canadian             | 12                |                    | 19 1/2             | 20                |
| Sarnia water white   | 12                | 13                 | 18                 | 20 1/2            |
| Sarnia prime white   |                   |                    | 16 1/2             |                   |
| American water white | 17                | 17 1/2             | 19 1/2             | 21                |
| Pratt's Astral       | 18                | 19                 | 20                 | 21 1/2            |

**TEAS**

|                                              |        |    |        |    |    |
|----------------------------------------------|--------|----|--------|----|----|
| Black -                                      |        |    |        |    |    |
| Congou - Half-chests Kaisow, Morning, Paking | 13     | 60 | 12     | 60 | 11 |
| Caddies Paking, Kaisow                       | 17     | 40 | 18     | 50 | 15 |
| Indian - Darjeelings                         | 35     | 55 | 35     | 55 | 30 |
| Assam Pekoes                                 | 20     | 40 | 20     | 40 | 18 |
| Pekoe Souchong                               | 18     | 25 | 18     | 25 | 17 |
| Ceylon - Broken Pekoes                       | 35     | 42 | 35     | 42 | 34 |
| Pekoes                                       | 20     | 30 | 20     | 30 | 20 |
| Pekoe Souchong                               | 17 1/2 | 40 | 17     | 35 | 17 |
| China Greens -                               |        |    |        |    |    |
| Gunpowder - Cases, extra first               | 42     | 50 | 42     | 50 |    |
| Half-chests, ordinary firsts                 | 22     | 28 | 22     | 28 |    |
| Young Hyson - Cases, sifted extra firsts     | 42     | 50 | 42     | 50 |    |
| Cases, small leaf, firsts                    | 35     | 40 | 35     | 40 |    |
| Half-chests, ordinary firsts                 | 22     | 38 | 22     | 38 |    |
| Half-chests, seconds                         | 17     | 19 | 17     | 19 |    |
| " thirds                                     | 15     | 17 | 15     | 17 |    |
| " common                                     | 13     | 14 | 13     | 14 |    |
| Pingsueys -                                  |        |    |        |    |    |
| Young Hyson - 1/2-chests, firsts             | 28     | 32 | 28     | 32 | 30 |
| " seconds                                    | 16     | 19 | 16     | 19 | 19 |
| Half-boxes, firsts                           | 28     | 32 | 28     | 32 |    |
| " seconds                                    | 16     | 19 | 16     | 19 |    |
| Japan -                                      |        |    |        |    |    |
| 1/2-chests, finest May pickings              | 38     | 40 | 38     | 40 |    |
| Choice                                       | 32     | 36 | 32     | 36 |    |
| Finest                                       | 28     | 30 | 28     | 30 |    |
| Fine                                         | 25     | 27 | 25     | 27 |    |
| Good Medium                                  | 22     | 24 | 22     | 24 |    |
| Medium                                       | 19     | 20 | 19     | 20 |    |
| Good common                                  | 16     | 18 | 16     | 18 |    |
| Common                                       | 13     | 15 | 13 1/2 | 15 |    |
| Nagasaki, 1/2-chests Pekoe                   | 16     | 22 | 16     | 22 |    |
| " Oolong                                     | 14     | 15 | 14     | 15 |    |
| " Gunpowder                                  | 16     | 19 | 16     | 19 |    |
| " Siftings                                   | 7 1/2  | 11 | 7 1/2  | 11 |    |

**RICE, SAGO, TAPIOCA, MACARONI**

|                                 |       |       |       |       |       |        |
|---------------------------------|-------|-------|-------|-------|-------|--------|
| Rice - Standard B.              | 3 30  | 3 40  | 3 1/2 | 3 3/4 | 3 25  | 3 40   |
| Patna, per lb                   |       |       | 4 1/4 | 5     | 5     | 6      |
| Japan                           |       |       | 5 1/2 | 6     | 5     | 6      |
| Imperial Seela                  |       |       | 4 1/4 | 5 1/2 | 5     | 6      |
| Extra Burmah                    |       |       | 4 1/4 | 4 1/2 | 4     | 5      |
| Java, extra                     |       |       | 4     | 4 1/2 | 4     | 5      |
| Sago                            | 3 1/2 | 4 1/2 | 4     | 4 1/2 | 5     | 6      |
| Tapioca                         | 3 1/2 | 4 1/2 | 4     | 4 1/2 | 5     | 6      |
| Macaroni, dom'ic, per lb., bulk |       |       |       |       | 7 1/2 |        |
| " imp'd, 1-lb. pkg., French     |       |       |       |       | 9     |        |
| " Italian                       |       |       |       |       | 11    | 12 1/2 |

## MANITOBA MARKETS.

WINNIPEG, March 19, 1900.

**T**HE week has been a slow one, so far as news is concerned. Prices have been well maintained in all lines, and the volume of business has been fair; in fact, rather better than usual at this time of the year. Collections, however, are still unsatisfactory, and with no immediate prospect of improvement, indeed, it is difficult to see how they can improve materially until the spring movement of wheat commences. Then, money is exceptionally tight, and more than one bank has shut down on wheat loans.

Although the weather has been very wintery all week, there are still a good many indications of the near approach of spring. Stock men are beginning to move, and there is quite an active demand for stockers, both for Western ranges and the United States.

**WHEAT**—About the middle of the week the wheat market began to move a little, and there has been rather more inquiry in United States wheat centres. The improvement in quotations amounts, probably, to  $\frac{3}{4}$  c. for the week. As this is the danger season for American winter wheat, reports of damage to crops will have a tendency to advance the market. The American Government report for March, issued about the 10th of the month, does not appear to have had any appreciable effect on the market, for, although the amount of wheat in farmers' hands was shown to be considerably less than at the same period last year, the additional amount held in elevators throughout the country brought the total supply up to about the same figure as the corresponding week of last year. The shipments of wheat for the world, however, materially increased last week, and showed an advance of 7,600,000 bushels over the corresponding period for last year. The local market has been very slow all week and very little interest taken. Matters brightened a little towards the end of the week, and the price has advanced 1c. per bush., closing Saturday at 67c. Fort William. The amount of trade done has been very light.

**FLOUR**—There is nothing new to report here. Business is rather dull, but prices for the week have been steady. Quotations are: Ogilvie's Hungarian patent, \$1.75; Glenora, \$1.65; Manitoba strong bakers', \$1.40; XXXX, \$1; Lake of the Woods patent, \$1.85; Strong bakers', \$1.65; Medora, \$1.40; XXXX, \$1.20 per sack of 98 pounds, delivered in Winnipeg.

**CEREALS**—The Manitoba meal is again offering at \$1.65 straight. The American rolled meal is being offered very freely on this market and the local millers are being ground between the upper millstone of dear oats and the nether millstone of low tariff on American manufactured oats. Other cereals are very firm but no changes in price are reported and no large transactions have taken place. Quotations are: split peas, \$2.50; pot barley, \$2.30 to \$2.40; pearl barley, \$3.75 to \$4.00; rolled oats, \$1.65; standard and granulated, \$2.25; beans, \$2.15 to \$2.20; cornmeal, \$1.20.

**VEGETABLES**—The high price of potatoes has been somewhat relieved owing to large shipments arriving from country points

during the week. Last week quotations were as high as 60 to 65c. in carlots, but to day they are quoted at 50 and 55c. The quality of the potatoes is good.

**POULTRY**—Supply is very limited on this market, and prices are firm. Turkeys, 11c. per lb.; ducks, 10c.; geese, 9c.; chickens, 11c.

**HOGS**—The supply of hogs has improved considerably, and the quality is very good. Packers here prefer the Manitoba hog when they can get him. Quotations are 7 $\frac{1}{4}$  c.

**CURED MEATS**—Trade in this product is very fair and prices continue firm, with rather an upward tendency. Smoked hams, 12 $\frac{1}{2}$  c.; breakfast bacon, 12c.; backs, 10c.; spiced rolls, 9 $\frac{1}{2}$  c.; shoulders, 8 $\frac{1}{2}$  c.; picnic hams, 9c.; dry salt long clear, 8 $\frac{1}{2}$  c.; shoulders, 8c.; short clear, 8 $\frac{1}{2}$  c.; backs, 9c.

**BARREL PORK**—Heavy mess, \$16 to \$17 per bbl.; short cut, \$16.50 to \$17.50.

**LARD**—Pure leaf lard, steam rendered, \$1.80 per 20 lb. pail; do., in 3, 5 and 10 lb. tins, per case of 60 lb., \$6; compound, \$1.40; per case of 60 lb., \$4.50.

**CHEESE**—There is not much doing in this product here. The stocks held are very light, but, as the price is high, the demand is not heavy. The indications are that the manufacture of cheese in this Province this season will be far in excess of last year. The high prices of last season, and the fact that stocks in Canada are practically exhausted, that the English market is short and the home production of England still far behind what it has been in former years, will all tend to encourage the manufacture of cheese in this Province, and there is a danger that it will be overdone. Last year showed that we did not produce enough for our own supply, for, although a great deal was exported during the summer, large quantities had to be brought in for both local consumption and the British Columbian trade later in the season. There is another danger that is apt to arise from the demand for cheese, and that is carelessness in manufacture and the placing upon the market of badly made and improperly cured cheese. Manitoba suffers heavily in this respect, because there is no inspection, no standard up to which cheese is required to come, and many dealers will buy anything that is called cheese. This encourages makers, who cannot, or will not, look beyond the present moment, to buy cheap rennet, cheap color and cheap, incompetent help, to neglect their curing-rooms, and, generally, to place on the market a cheese that is unfit for home consumption and utterly disastrous to the credit of the Province if exported.

**EGGS**—The hens are all on strike, and fresh eggs are at a premium. The plain truth is, there are really no eggs to be had in quantities. A few cases come in, but they are snatched up immediately. Dealers are offering 21 to 22c., subject to candling and less express, but the real fact is they would pay 23c. if they could get what they want.

**BUTTER**—Creamery is nominally quoted at 24c., but there is none on this market nor will there be for at least six weeks. **Dairy**—The supply of this article is very short, there not being nearly enough to supply the demand. All held stocks of both first and second grades have been well cleaned up, and finest tub will bring 20c.;

separator made bricks, of which the supply is very small, are worth 23c.; prints fetch 20 to 21c., and rolls 19 to 20c. These are the market quotations, but the fact of the matter is that any farmer bringing or sending moderate-sized shipments of butter to Winnipeg, if they are sweet and fresh and nicely done up, can get 25c. for every pound he sends. Fresh dairy, which is by no means up to the highest grade, is selling at 28 and 30c. retail. Of course these prices are subject to freight.

**SUGARS**—The decline in price of 5c. per cwt. did not take effect here, principally for the reason that in Winnipeg the prices were already lower than in the east when cost of transport was added. There is, however, a weaker feeling in the market, and the drop may come. Prices at present are: Granulated, 5 1-5c.; bright yellow, 4 $\frac{1}{4}$  to 4 $\frac{3}{4}$  c.

**EVAPORATED AND DRIED FRUITS**—There is little change to report. Evaporated apples are offering freely, and there is considerable trade. Price, 8 $\frac{1}{2}$  to 9c. Contrary to expectations, dried apples have not slumped to meet the price of evaporated. In fact, the market is firm. On the other hand, owing to the low price of evaporated, the sales of dried are very limited.

**CANNED GOODS**—There is no change to report here. New spring prices have been received by many houses, but these quotations are not yet given out. The general feeling is that all classes of canned fruit and vegetables will be higher during the coming season. The trade is fair, but wholesale houses are showing no tendency to push canned vegetables especially, as, up to date, they have not advanced here in proportion to prices in the east.

**RICE**—Market is firm but no further advances have taken place. The trade is small at present. B. rice, 4 $\frac{3}{4}$  c.; Patna, 5 $\frac{1}{2}$  c.; Japan, 5 $\frac{1}{2}$  c.

**COFFEE**—The stocks of green Rios are very light in this market. There is not much movement as buyers seem to be getting their second wind after the blow of the present advance. A jump from 8 $\frac{1}{2}$  to 11 $\frac{1}{2}$  c. is rather startling, and it takes time to adjust the ideas to the sudden change. The advance, however, seems to be based on legitimate causes and is therefore likely to be permanent. The chief factor in the rise is, no doubt, the former low prices compelling many of the large plantations to cease production. The fear of bubonic plague (which seems to have been unfounded) was also an element in the advance.

**GREEN FRUITS**—The market is decidedly improving, and much better than for the same week last year. Among the novelties is a small line of New York Catawba grapes which sell at \$4.50 for the crate of 10 3 lb. baskets, and Wisconsin cabbage at 5c. per lb. Navel oranges have advanced 25c., and are quoted at \$4.25; seedlings, \$3.75; lemons, \$4.75; tangerines, \$3.50 for the half-box; grape fruit, \$5; blood oranges, \$4.25; bitter oranges, \$7. Bananas are arriving in large quantities and in better condition—\$3.50 per bunch. Cranberries have risen to \$8 per barrel for unfrozen stock. Apples are higher, \$5 straight being asked for fancy Baldwin stock. Spies are now out of the question. Other stock is worth \$4.25, according to grade.



### THE FUTURE OF THE BUSINESS WOMAN.

EDWARD BOK writes in the March Ladies' Home Journal that women, having proven themselves incapable of meeting the demands of modern business, are rapidly being replaced by men. Naturally, the question arises: What will become of these women? The answer is that they will go back whence they came; into the home as domestic helpers. This is a distinct cause for congratulation. It means the withdrawal of a vast number of women from duties for which they were never intended, and from a commercial atmosphere which, in reality, is distasteful to the sensitive feminine mind and fine womanly temperament.

It can be most definitely stated that the vast majority of women in business to-day have absolutely no taste for it. They are there simply because necessity drove them to it. They have done themselves little good; and let it be said in all possible kindness, and yet perfect frankness, they have done business even less good. With here and there an exception, women have seldom risen above subordinate positions, and argue the question as we will, the standard of wages has unquestionably been perceptibly lowered. This alone has kept numberless young men from marriage.

Again, it has certainly done the health of women no good; on the contrary, it has filled our rest-cures, sanitariums and hospitals to the doors. It has been an unnatural condition of affairs. But, like all movements, it has worked its good upon the home. Upon this, it has had a most salutary effect, and it is impossible to over-estimate its far-reaching and beneficial influence in that respect. As in all other things in life, we move in a circle, and we generally return to the point whence we started—back to first principles.

### NEW FIRMS STARTING.

M. Mainville has opened a grocery store in Bonfield, Ont.

Cecil Burt is commencing as grocer in Fredericton, N.B.

W. A. Cusson has started as grocer and liquor dealer in Ottawa.

D. W. Anderson & Co. have opened a general store in Harrow, Ont.

Robertson, Nicolle & Co. are starting as wholesale grocers in Kingston, Ont.

Major Joseph Beck, of Saltford, Ont., is contemplating starting a canning factory in that place.

The Erie Tobacco Co., Limited, of Kingsville, Ont., has been incorporated, with a share capital of \$40,000.

### A GROWING INDUSTRY.

Mr. J. A. Auld, M.P.P., in conversation with a Globe reporter on Tuesday, spoke in glowing terms of the growth of the native tobacco industry in Canada. "There are now," he said, "25 factories handling Canadian-grown tobacco, as compared with only three or four last year. This means that no less a sum than \$600,000, which used to go to the United States, now finds its way into the pockets of our farmers. Moreover, the consumers of Canadian tobacco get 100 per cent. more of the native weed than they do of the foreign product for the same money. It is estimated that 9,000,000 pounds of Canadian tobacco were sold last year. That includes what was held over of the previous year's crop, and amounts to about one-third of the total consumption in Canada. The industry is going ahead at a tremendous rate."

The Newboro Canning Co., Limited, Newboro, Ont., has been incorporated.

A number of new lobster factories will be opened near Malagash Point, N. S., this year.

The Winnipeg Board of Trade has passed a resolution urging all shippers to address package freight in full, instead of, as is frequently the case, by numbers and initials.

# Coffees                      Flavoring Extracts Spices                        Baking Powder

Not the Lowest-Priced.

Anyone can reduce quality. *We* aim at the *Best Value*, goods that will go the farthest, give the best and true flavor, and be the cheapest in the end to use.

Your customers can get low-priced goods at any store. *Draw and retain* their trade with *quality*, and remember that you can always get *that* from

**HAMILTON COFFEE AND SPICE CO.**

25 and 27 MacNab St., HAMILTON.

LIMITED.

McLAREN'S INVINCIBLE EXTRACTS  
OCEAN WAVE BAKING POWDER

FULL-FLAVORED PURE SPICES  
FINE COFFEES

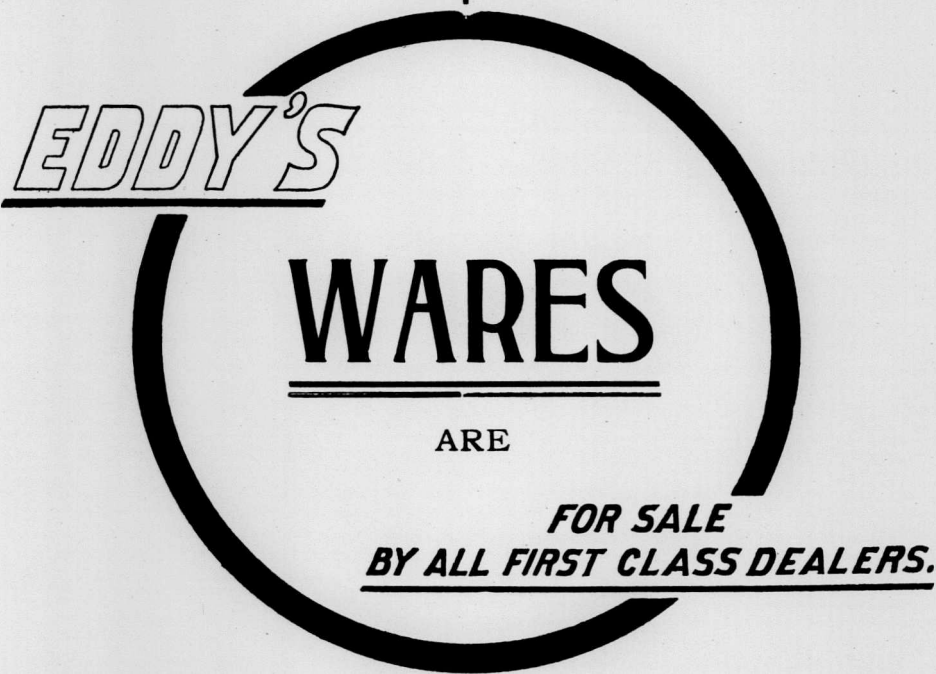
# EDDY'S

## Parlor Matches

*contain no Brimstone* and produce a *quick, sure "LIGHT"* every time, without the sometimes objectionable fumes arising from the common sulphur match.

## Indurated Fibre Ware

*Tubs, Pails, Washbasins, etc.*, have become household necessities. Being *lighter, cleaner* and *more durable*, they are rapidly superseding the ordinary wooden articles for domestic use.



**DEALERS!** See that you are fully stocked.

# The E. B. EDDY CO., Limited

**HULL.**

Quebec,  
Halifax,

**MONTREAL.**

Hamilton,  
Winnipeg,

**TORONTO.**

Kingston,  
Victoria,

London,  
Vancouver,

St. John, N.B.  
St. John's, Nfld.

# G. F. & J. GALT PACKERS OF THE BLUE RIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**JAMES WATERS & BRO.**, general merchants, Campbellford, Ont., have assigned to J. P. Tennant, Brockville.

H. Ducharme, general merchant, Magog, Que., has assigned.

Rivard & Frere, grocers, Three Rivers, Que., have assigned.

N. S. Laing, grocer, Muirkirk, Ont., has assigned to W. A. Gosnell.

L. Plamondon, grocer, Montreal, has assigned to Kent & Turcotte.

C. B. Poisson, general merchant, St. Sophie de Levard, has assigned.

Alph. Drolet, general merchant, St. Felicien, Que., has obtained an extension.

Joseph Merineau, general merchant, St. Timothee, Que., has assigned to Kent & Turcotte.

Larue & Picard, general merchants, Edmonton, N. W. T., have obtained an extension.

Assignment has been demanded of M. S. Rosenstein, general merchant, Douglastown, Que.

Frederick Grundy, general merchant, Lucknow, Ont., has assigned to H. Morrison, Lucknow.

John H. Angleman, general merchant, Edy's Mills, Ont., has assigned in trust to C. B. Armstrong.

P. McDonald & Co., general merchants, St. Justine de Newton, Que., are offering 40c. on the dollar.

A meeting of the creditors of Lyman Stover, grocer, Springfield, Ont., has been called for the 23rd inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Martineau Freres have registered partnership as grocers in Montreal.

Burt & Coburn, grocers, Fredericton, N.B., have dissolved. George Coburn continues.

Cross & McQueen, general merchants, Killarney, Man., have dissolved. R. Cross & Co. continue.

Rockwell & Daigneau, general merchants, etc., Waterloo, Ont., have dissolved. N. O. Rockwell continues.

Joseph H. Vanier and Jean B. Berthiaume

have registered partnership as grocers and liquor dealers under the style of Vanier & Berthiaume, Montreal.

A. C. Fraser & Co., grocers and dry goods dealers, Brandon, Man., have admitted A. Ross as partner.

George McColl and Moses McColl have registered as general merchants in Sutton, Que., under the style of McColl Bros.

The Strome & Whyte Co., Limited, general merchants, Wapella, N.W.T., have dissolved. The business will be continued by Whyte Bros.

SALES MADE AND PENDING.

R. W. Gibson, grocer, etc., Ottawa, has sold out.

B. J. Leake, grocer, etc., Atwood, Ont., is about to sell out.

Thomas E. Carberry, general merchant, Erin, Ont., has sold out.

Frank G. Dares, grocer, Dartmouth, N.S., is selling out by auction.

Caldwell Bros., general merchants, etc., Orchard, Ont., have sold out.

W. Guest, grocer, London, Ont., is advertising his business for sale.

John C. Price, general merchant, Ridgetown, Ont., is advertising to sell out.

The stock of the estate of M. McKenzie & Co., general merchants, Wyoming, Ont., has been sold at 65c. on the dollar.

W. A. Stewart, tobacconist, St. John, N.B., is offering his business for sale.

The assets of Mrs. W. Seiden, general merchant, Rigaud, Que., are to be sold.

D. T. Gillis, general merchant, Muirkirk, Ont., is advertising his business for sale.

The stock of the estate of David Gowland, general merchant, Fulton, Ont., is to be sold.

The assets of F. X. Hudon, general merchant, St. Flavie Station, Que., have been sold.

Alf. Emond, grocer, Quebec, has sold his stock at 68c. on the dollar to H. W. Blouin, grocer, of the same city.

The stock of H. P. Cloverdale, general merchant, Nelles Corners, Ont., has been sold at 70c. on the dollar.

The stock, etc., of the estate of A. G.

Allison & Co., general merchants, Napanee Mills, Ont., is advertised for sale by auction, CHANGES.

Robert S. Reid, grocer, Elora, Ont., is removing to Winnipeg.

E. M. Patchell, grocer, St. John, N.B., has gone out of business.

Chas. L. Robertson, grocer, St. Thomas, Ont., has sold out to W. D. Boyce.

J. K. Ross, general merchant, Carroll, Man., has sold out to H. C. Graham.

Thomas A. Brown, tobacconist, etc., St. Thomas, Ont., has sold out to C. A. Hammond.

G. A. Howey, general merchant, Vanessa, Ont., has been succeeded by John W. Banister.

Edgett, Garden & Edgett, wholesale tea dealers, etc., Vancouver, are giving up business.

W. Bertrand & Co., fruiterers and confectioners, Brandon, Man., are removing to Winnipeg.

George S. Munro, general merchant, Reston, Man., has opened a branch at Gainsboro, N.W.T.

Mrs. G. Lecompte has registered as proprietress of G. Lecompte & Co., general merchants, Dorion, Ont.

Price & Powers, grocers, St. John, N.B., are opening a branch store at the corner of Elliott, Row and Pitt streets.

R. C. McCullough, general merchant, Orono, Ont., has sold out to Cooper & Souch, who took possession on Monday.

FIRES.

Wm. Crawford, general merchant, Indian Head, N.W.T., has suffered loss by fire.

Somerville & Co., grocers, etc., London, Ont., have been partially burned out; insured.

Leaney, Arthur & Co., general merchants, Port Arthur, Ont., have been burned out; partially insured.

The outbuildings, etc., of Mrs. F. Morency, and of Andre Jacques, general merchant, St. Marie, Que., have been damaged by fire.

DEATHS.

Edward Cash, produce dealer, Seaforth, Ont., is dead.

Wm. Aubin, general merchant, Bergerville, Que., is dead.

R. B. Seaton, of R. B. Seaton & Co., wholesale grocers, Halifax, N.S., is dead.

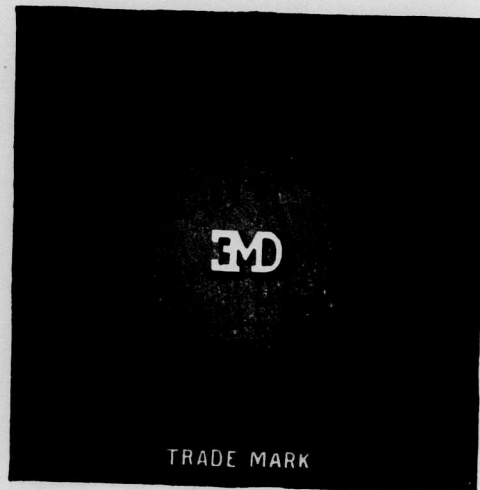
George Murphy, of J. Murphy & Bro., general merchants, Coldwater, Ont., is dead.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

# GUARANTEED



REGISTERED

# PURE COFFEE

IMPORTED AND PACKED BY

## E. D. MARCEAU, MONTREAL.

This label on a tin of Coffee is your guarantee that its contents ARE absolutely pure. My stock of green Coffees is most complete, and my prices, as usual, are the most advantageous to the buyer.

**SPECIAL LINES**—Madame Huot's Coffee,  
 Roasted or pure ground, 1-lb. cans at - - 31c.  
 Roasted or pure ground, 2-lb. cans at - - 30c.

— NOT SOLD IN BULK. —

**SPECIAL BLEND**—Roasted or pure ground at - - 25c.  
**XXX BLEND**—Roasted or pure ground at - - 30c.

TERMS: 3 PER CENT. 30 DAYS.

THESE ARE THE COFFEES WORTH TRYING.

**E. D. MARCEAU, 296 St. Paul Street, MONTREAL**

### INQUIRIES REGARDING CANADIAN GOODS.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government offices in London during the week ending March 2 :

Another inquiry has been received respecting the quantity of native carbonate of barium available for export from Canada.

A firm of paper agents and merchants desire to open up business connections in Canada for the sale of the product of their paper and pulp-board mills, and will be glad to hear of a house through whose intermediary they could find a market.

Inquiry is made for the names of Canadian firms exporting wood-pulp and paper.

A firm in the Midlands wishes to enter into communication with one or two good Canadian houses who desire representation here, for the sale in the United Kingdom and Europe generally of Canadian productions. They are acquainted with foreign trade and could develop a large business in suitable goods.

A financial agent interested in the wood-pulp industry desires to hear of properties favorably situated on the Atlantic coast which could be utilized.

The manufacturers of rubber parts used in the manufacture of pneumatic tires, viz., outer covers and inner tubes, and other various cycle rubber goods, are desirous of opening up a trade with Canada, and are looking out for reliable firms in the Dominion who would do a factoring business with them.

A commission agent at Messina, interested in the export of Sicilian products, oil, almonds, pistachio nuts, other nuts, liquorice, etc., desires to correspond with Canadian importers who may be open to do business.

A merchant in Cape Town asks to be referred to Canadian exporters of timber, cereals, dairy produce, etc.

Inquiry has been received from a Glasgow firm for names of producers or exporters of wood meal (wood powder) from Canada.

A Strassburg (Germany) firm inquire for names of reliable Canadian shippers of hay and compressed forage and apples.

A large furniture firm at Antwerp, importing different kinds of hardwood lumber, would like to be placed in communication with a Canadian house.

Inquiry is made for names of a few Canadian manufacturers who may desire to appoint a representative for Great Britain by a person who has had experience in the metal and hardware business.

The publishers of an Imperial exporters' guide and directory desire to have the names of engineers and officials concerned in the importation into Canada of materials for Government works, the object in publishing such information being to bring buyers into direct contact with the manufacturer.

A Glasgow merchant has asked to be referred to Canadian houses desiring to appoint a buyer in the British market.

### PICTOU, N.S., IS PROSPERING.

According to an interview with Mayor A. J. Craig, of Pictou, N.S., published in the Halifax Chronicle on March 9, the town of Pictou is enjoying a good era of prosperity. From 1880 to 1890 Pictou suffered from a period of depression caused by the decline in wooden shipbuilding, but of late years

there has been a general revival of business in the town, and its prospects are now bright. The town has a number of flourishing industries. One of these, The Hamilton Biscuit Works, employs about 150 hands. Another, The McKenna Tobacco Co., which also employs many hands, have rapidly extended their output, until last year it reached 100,000 pounds.

Two new companies are expected to prove a great benefit to the town. The Copper Crown Co., Limited, have already expended \$100,000 in establishing works. This firm expect to employ over 150 hands, and to increase the capacity of their furnaces until they reach 500 tons per day. The Nova Scotia Boot and Shoe Co., Limited, have removed from Sydney to Pictou, and will employ a good staff.

### A NEW GROCERY WAREHOUSE.

The new warehouse which F. P. Reid & Co., wholesale grocers, Moncton, N. B., have erected, and are now moving into, is one of the most complete buildings of its kind in the Maritime Provinces. It is a stone and brick structure containing three floors and a basement, each 40 x 80 ft., and is situated close to both railway and river on Mechanic street.

The main entrance on the Northwest corner opens to the private and general offices and the sample rooms which are elegantly furnished. The back portion of the ground floor is used for storage purposes. On the next floor canned goods, of which Reid & Co. carry an especially wide range, are stored at one end, while the other is used as a packing department. The third storey is devoted entirely to the storage, etc., of teas. Pork, lard, vinegar, etc., are stored in the basement, the floor of which is concrete.

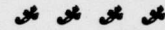
The building is equipped with a steam elevator, is lighted by electricity and heated by steam. At the rear of the new brick building are four additional warehouses 30 x 75, 30 x 50, and two 25 x 40 in size. These warehouses are filled with flour, beans, molasses and this class of goods.

### "BUSINESS BETTER THAN BOOM."

Thomas B. Reed tells the story of a wise old manufacturer in his district who told him the secret of success. Mr. Reed said to him : "You are the only man who makes these things. You can demand your price." Said he : "I am trying every minute to make these goods cheaper and sell them cheaper." "Why so?" "I am the only man," he replied, "in the business, and I want to stay so. If I raised the price I would have a boom, but I'd lose a business. In the long run, business is better than boom."

# SMOKING

## TOBACCO



POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

# EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.



EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is a big plug for little money.



Made by the

**EMPIRE**  
**TOBACCO**  
**CO., Limited**

Granby, Que.



**CARR & CO.**  
LIMITED.

CARLISLE, ENG.

Inventors and  
Original  
Manufacturers  
of the

CELEBRATED  
**CAFE NOIR  
BISCUIT.**

N.B.—He will mail samples to your customers.

**FRANK MAGOR & CO.**

16 St. John St., MONTREAL.

*Copy of Circular to  
Customers of the  
Grocery Trade.*

We have much pleasure in handing you a sample of Carr's Cafe Noir Biscuit — specially suitable for 5-o'clock teas, receptions, etc., on account of its delicious and aromatic flavor.

Often imitated but never equalled.

Yours faithfully,

In these days of prosperity, with a full share falling on Canada, your customers want the best.

THEY WANT

**Southwell's  
Marmalade  
Southwell's Jams  
Southwell's Jellies**



All of the Finest Quality.

WRITE FOR PRICE LIST.

**FRANK MAGOR & CO.**

16 St. John St., MONTREAL.

**Current Market Quotations for Proprietary Articles**

March 23, 1900.

Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

**BAKING POWDER.**

| PURE GOLD.                                            |              |
|-------------------------------------------------------|--------------|
| 3 oz. cans, 4 and 6 doz. in case                      | 88           |
| 4 oz. cans, 4 and 6 doz. in case                      | 95           |
| 6 oz. cans, 2 and 4 doz. in case                      | 1 40         |
| 8 oz. cans, 2 and 4 doz. in case                      | 1 80         |
| 12 oz. cans, 2 and 4 doz. in case                     | 2 70         |
| 16 oz. cans, 2 and 4 doz. in case                     | 3 60         |
| 2 1/2 lb. cans, 1 and 2 doz. in case                  | 9 00         |
| 4 lb. cans, 1 doz. in case                            | 14 40        |
| 5 lb. cans, 1 doz. in case                            | 18 00        |
| Cook's Friend—                                        |              |
| Size 1, in 2 and 4 doz. boxes                         | \$ 2 40      |
| " 10, in 4 doz. boxes                                 | 2 10         |
| " 2, in 6 "                                           | 80           |
| " 3, in 4 "                                           | 70           |
| " 3, in 4 "                                           | 45           |
| Pound tins, 3 doz. in case                            | 3 00         |
| oz. tins, 3 " "                                       | 2 40         |
| oz. tins, 4 " "                                       | 1 10         |
| lb. tins, 1/2 " "                                     | 14 00        |
| Diamond—                                              |              |
| W. H. GILLARD & CO                                    |              |
| 1 lb. tins, 2 doz. in case                            | per doz 2 00 |
| 1/2 lb. tins, 3 " "                                   | 1 25         |
| 1/4 lb. tins, 4 " "                                   | 0 75         |
| JERSEY CREAM BAKING POWDER                            |              |
| 1/2 size, 4 doz. in case                              | 40           |
| 1 size, 4 doz. in case                                | 75           |
| 1/2 " 3 " "                                           | 1 25         |
| 1 " 2 " "                                             | 2 25         |
| OCEAN WAVE BAKING POWDER.                             |              |
| per doz                                               |              |
| No. 10, 5-ounce Cans, round or square, 4 doz. in case | \$0 75       |
| 1/2 lb. Cans, round only 3 doz. in case               | 1 20         |
| 14-oz. Cans, round only 2 doz. in case                | 1 80         |
| 16-oz. Cans, round only 2 doz. in case                | 2 00         |
| 3-lb. Cans, round only, 1/2 and 1 doz. cases          | 5 75         |
| 5-lb. Cans, round only, 1/2 and 1 doz. cases          | 9 00         |



| BLACKING                                                                        |                           |
|---------------------------------------------------------------------------------|---------------------------|
| P. G. FRENCH BLACKING                                                           |                           |
| No. 4, 1/2 grs. bxs.                                                            | \$4 00                    |
| " 5, 1/2 " "                                                                    | 4 50                      |
| " 6, 1/2 " "                                                                    | 7 50                      |
| " 10, 1/2 " "                                                                   | 8 25                      |
| " 10, Jet Enamel.                                                               | 8 25                      |
| CARR & SONS.                                                                    |                           |
| No. 2—1/4 gross boxes                                                           | per gross 2 70            |
| No. 4—1/4 gross boxes                                                           | 5 75                      |
| No. 5—1/4 gross boxes                                                           | 8 00                      |
| SHOE POLISH.                                                                    |                           |
| HENRI JONAS & CO. Per gross.                                                    |                           |
| Jonas'                                                                          | \$9 00                    |
| Froments                                                                        | 7 50                      |
| Military dressing                                                               | 24 00                     |
| BLUE.                                                                           |                           |
| Keen's Oxford, per lb.                                                          | \$0 17                    |
| In 10 box lots or case                                                          | 0 16                      |
| Reckitt's Square Blue, 12-lb. box.                                              | 0 17                      |
| Reckitt's Square Blue, 5 box lots.                                              | 0 16                      |
| BLACK LEAD.                                                                     |                           |
| Reckitt's, per box                                                              | 1 15                      |
| Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.      |                           |
| COEN BROOMS                                                                     |                           |
| BOEKH BROS & COMPANY doz. net                                                   |                           |
| Bamboo Handles, A, 4 strings                                                    | " "                       |
| " " B, 4 strings                                                                | " "                       |
| " " C, 3 strings                                                                | " "                       |
| " " D, 3 strings                                                                | " "                       |
| " " E, 3 strings                                                                | " "                       |
| " " G, 3 strings                                                                | " "                       |
| " " I, 3 strings                                                                | " "                       |
| BISCUITS.                                                                       |                           |
| PEEK, FREN & CO.                                                                |                           |
| Metropolitan mixed                                                              | 40 lb. tins 10c.          |
| Florence Wafers                                                                 | 8 lb. tins 36c.           |
| Venice Wafers                                                                   | 8 lb. tins 36c.           |
| Florence Wafers                                                                 | Small tins \$3.70 per doz |
| CARR & CO., LIMITED.                                                            |                           |
| Frank Magor & Co., Agents.                                                      |                           |
| Cafe Noir                                                                       | 0 15                      |
| Ensign                                                                          | 0 12 1/2                  |
| Metropolitan mixed                                                              | 0 09                      |
| Special price list of Fancy Tins for Xmas trade and other lines on application. |                           |

**CANNED GOODS.**

| MUSHROOMS.                               |                  |
|------------------------------------------|------------------|
| HENRI JONAS & CO.                        |                  |
| Mushrooms, Rionel                        | \$14 75          |
| " 1st choice Dutheil                     | 17 50            |
| " 1st choice Lenoir                      | 18 50            |
| extra Lenoir                             | 20 00            |
| Per case, 100 tins.                      |                  |
| FRENCH PEAS—DELORY'S.                    |                  |
| HENRI JONAS & CO.                        |                  |
| Moyen's No. 2                            | \$9 00           |
| " No. 1                                  | 10 50            |
| 1/2 Fins.                                | 12 50            |
| Fins                                     | 14 00            |
| Tres fins                                | 15 00            |
| Extra fins                               | 16 50            |
| Sur extra fins                           | 18 00            |
| FRENCH SARDINES.                         |                  |
| HENRI JONAS & CO.                        |                  |
| 1/2 Trefavennes                          | \$9 00           |
| 1/2 Rolland                              | 9 50             |
| 1/2 Delory                               | 10 50            |
| 1/2 Club Alps                            | 11 50            |
| CHOCOLATES & COCOAS.                     |                  |
| Epps's cocoa, case of 14 lbs., per lb.   | 0 35             |
| Smaller quantities                       | 0 37 1/2         |
| CADBURY'S.                               |                  |
| Frank Magor & Co., Agents. per doz       |                  |
| Cocoa essence, 3 oz. packages            | \$1 65           |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40             |
| Rook Chocolate, loose                    | 0 40             |
| 1-lb. tins                               | 0 42             |
| Nibs, 11-lb. tins                        | 0 35 1/2         |
| TODHUNTER, MITCHELL & CO'S.              |                  |
| Chocolate—                               |                  |
| French, 1/4's—6 and 12 lbs.              | per lb. 0 30     |
| Caracocas, 1/4's—6 and 12 lbs.           | 0 35             |
| Premium, 1/4's—6 and 12 lbs.             | 0 30             |
| Sante, 1/4's—6 and 12 lbs.               | 0 26             |
| Diamond, 1/4's—6 and 12 lbs.             | 0 22             |
| Sticks, gross boxes, each                | 1 00             |
| Cocoa—                                   |                  |
| Homeopathic, 1/4's, 8 and 14 lbs.        | 0 30             |
| Pearl                                    | 0 25             |
| London Pearl                             | 12 and 18 " 0 22 |
| Rook                                     | " " " 0 30       |
| Bulk, in boxes                           | 0 18             |
| Royal Cocoa Essence, pkgs., per doz.     | 1 40             |

| Chocolate—                             |              |
|----------------------------------------|--------------|
| Caracocas, 1/4's, 6-lb. boxes          | per lb. 0 42 |
| Vanilla, 1/4's                         | 0 42         |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs.  | 0 29         |
| Puro, unsweetened, 1/4's, 6 lb. bxs.   | 0 42         |
| Fry's "Diamond," 1/4's, 14 lb. bxs.    | 0 24         |
| Fry's "Monogram," 1/4's, 14 lb. bxs.   | 0 24         |
| Cocoa—                                 |              |
| Concentrated, 1/4's, 1 doz. in box     | per doz 2 40 |
| " 1/4's                                | 4 50         |
| " 1 lbs.                               | 8 25         |
| Homeopathic, 1/4's, 14 lb. boxes       | " "          |
| 1/2 lbs. 12 lb. boxes                  | " "          |
| JOHN P. MOTT & CO'S.                   |              |
| R. S. McIndoe Agent, Toronto.          |              |
| Mott's Broma                           | per lb. 0 30 |
| Mott's Prepared Cocoa                  | 0 28         |
| Mott's Homeopathic Cocoa (1/4's)       | 0 32         |
| Mott's Breakfast Cocoa (in tins)       | 0 40         |
| Mott's No. 1 Chocolate                 | 0 30         |
| Mott's Breakfast Chocolate             | 0 28         |
| Mott's Caracocas Chocolate             | 0 40         |
| Mott's Diamond Chocolate               | 0 23         |
| Mott's French-Can. Chocolate           | 0 18         |
| Mott's Navy or Cooking Chocolate       | 0 28         |
| Mott's Cocoa Nibs                      | 0 35         |
| Mott's Cocoa Shells                    | 0 05         |
| Vanilla Sticks, per gross              | 0 90         |
| Mott's Confectionery Chocolate         | 0 21 0 43    |
| Mott's Sweet Chocolate Liquors         | 0 19 0 30    |
| COWAN COCOA AND CHOCOLATE CO.          |              |
| Hygienic Cocoa, 1/4 lb. tins, per doz. | \$3 75       |
| Cocoa Essence, 1/2 lb. tins, per doz.  | 2 25         |
| Soluble Cocoa, No. 1 bulk, per lb.     | 0 20         |
| Diamond Chocolate, 12 lb. boxes        | 0 25         |
| Royal Navy Chocolate, 12 lb. boxes     | 0 30         |
| Mexican Vanilla Chocolate, 12 lb. bxs  | 0 35         |
| CHEESE.                                |              |
| Imperial—Large size jars, per doz.     | \$8 25       |
| Medium size jars                       | 4 50         |
| Small size jars                        | 2 40         |
| Individual size jars                   | 1 00         |
| Imperial Holder—Large size             | 18 00        |
| Medium size                            | 15 00        |
| Small size                             | 12 00        |
| COFFEE.                                |              |
| JAMES TURNER & CO. per lb              |              |
| Mecca                                  | 0 32         |
| Damascus                               | 0 28         |
| Cairo                                  | 0 20         |
| Sirdar                                 | 0 17         |
| Old Dutch Bio.                         | 0 12 1/2     |

# Quality Wins Trade.

Price is an argument with some people, but "quality" wins trade and keeps it.

Edwardsburg Starch proves its right to be called the Starch of quality by the unequalled test of time—time tests all things. Suppose you sell a customer a Starch that is yet in the experimental stage—you take more chances in selling it than the customer does in buying it. If a customer's trade is worth having, it is worth keeping. It is a poor way to keep it by running the chances of shaking their confidence in the quality of goods you sell—truly "quality wins trade." Edwardsburg Starch is pure Starch! Edwardsburg Starch keeps trade! It pays to buy (and to sell)—

## Edwardsburg Starch.

**Edwardsburg Starch Co., Limited**

Cardinal, Ont. **ESTABLISHED 1858.** Montreal, Que.

Benson's Prepared Corn. Silver Gloss Starch. Benson's Enamel Starch.

| TODHUNTER MITCHELL & CO.'S |      |
|----------------------------|------|
| Excelsior Blend.....       | 0 32 |
| Jersey " " " " " "         | 0 29 |
| Rajah " " " " " "          | 0 20 |
| Old Government Java.....   | 0 28 |
| Maracaibo " " " " " "      | 0 18 |
| West India " " " " " "     | 0 16 |
| Rio, choice " " " " " "    | 0 12 |

| CLOTHES PINS.                                             |      |
|-----------------------------------------------------------|------|
| BOECKH BROS. & CO.                                        |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 65 |
| 4 doz. packages (12 to a case).....                       | 0 75 |
| 6 doz. packages (12 to a case).....                       | 1 00 |

| EXTRACTS.                     |      |
|-------------------------------|------|
| Crown Brand (Greig Mfg. Co.)— |      |
| 1 oz. Bottle, per doz.....    | 0 90 |
| 2 " " " " " "                 | 1 50 |
| 2 1/2 " " " " " "             | 2 00 |
| 4 " " " " " "                 | 3 00 |
| 4 " " " " " "                 | 6 00 |
| 4 " " Glass Stop " " "        | 4 00 |
| 8 " " " " " "                 | 6 00 |

| P. G. FLAVORING EXTRACTS       |        |
|--------------------------------|--------|
| 8 oz. Glass Stopper bott.....  | \$6 00 |
| 4 oz. " " " " " "              | 4 00   |
| 8 oz. Plain bottles.....       | 5 00   |
| 4 oz. " " " " " "              | 3 00   |
| 2 1/2 oz. Cabinet bottles..... | 2 00   |
| 2 oz. Bottles.....             | 1 80   |
| 1 oz. " " " " " "              | 1 20   |
| Per gallon.....                | 7 00   |
| Per pound.....                 | 1 00   |

| HENRI JONAS & CO.                          |        |
|--------------------------------------------|--------|
| 1 oz. London Extracts.....                 | \$8 00 |
| 1 oz. " " (no corkscrews).....             | 5 50   |
| 2 oz. " " " " " "                          | 9 00   |
| 1 oz. Spruce essence.....                  | 6 00   |
| 2 oz. " " " " " "                          | 9 00   |
| 2 oz. Anchor extracts.....                 | 12 00  |
| 4 oz. " " " " " "                          | 21 00  |
| 8 oz. " " " " " "                          | 36 00  |
| 1 lb. " " " " " "                          | 70 00  |
| 1 oz. Flat " " " " " "                     | 9 00   |
| 2 oz. " " " " " "                          | 18 00  |
| 1/2 oz. Square " " " " " "                 | 21 00  |
| 4 oz. " " (corked).....                    | 36 00  |
| 8 oz. " " " " " "                          | 72 00  |
| Per doz.                                   |        |
| 4 oz. " " glass stop extracts.....         | 3 50   |
| 8 oz. " " " " " "                          | 7 00   |
| 2 1/2 oz. Round quintessence extracts..... | 2 00   |
| 4 oz. Jockey decanters.....                | 7 50   |

| FOOD.                                    |      |
|------------------------------------------|------|
| per doz.                                 |      |
| Robinson's Patent Barley, 1/2 lb. tins.. | 1 25 |
| " " " " " " 1 lb. tins..                 | 2 25 |
| " " " " " " 1/2 lb. tins..               | 1 25 |
| " " " " " " 1 lb. tins..                 | 2 25 |

| INDURATED FIBRE WARE.                |        |
|--------------------------------------|--------|
| THE E. B. EDDY CO.                   |        |
| 1/2 pall, 6 qt.....                  | \$3 35 |
| Star Standard, 12 qt.....            | 3 80   |
| Milk, 14 qt.....                     | 4 75   |
| Round-bottomed fire pail, 14 qt..... | 4 75   |
| Tubs, No. 1.....                     | 13 30  |
| " " 2.....                           | 11 40  |
| " " 3.....                           | 9 50   |
| Fibre Butter Tubs (30 lbs).....      | 3 80   |
| Nests of 3.....                      | 2 85   |
| Keelers No. 4.....                   | 8 00   |
| " " 5.....                           | 7 00   |
| " " 6.....                           | 5 00   |
| " " 7.....                           | 6 00   |
| Milk Pans.....                       | 2 65   |
| Wash Basins, flat bottoms.....       | 2 65   |
| " " round bottoms.....               | 2 50   |
| Handy Dish.....                      | 2 25   |
| Water Closet Tanks.....              | 17 00  |
| Dish Pan, No. 1.....                 | 7 60   |
| " " 2.....                           | 6 20   |
| Barrel Covers and Trays.....         | 4 75   |
| Railroad or Factory Pails.....       | 4 75   |

| JAMS AND JELLIES.           |      |
|-----------------------------|------|
| SOUTHWELL'S GOODS. per doz. |      |
| Frank Magor & Co., Agents.  |      |
| Orange Marmalade.....       | 1 50 |
| Clear Jelly Marmalade.....  | 1 80 |
| Strawberry W. F. Jam.....   | 2 00 |
| Raspberry " " " " " "       | 2 00 |
| Apricot " " " " " "         | 1 75 |
| Black Currant " " " " " "   | 1 85 |
| Other Jams, W. F.....       | 1 55 |
| Red Currant Jelly.....      | 2 75 |

| P. G. JELLY POWDER.                                                                                                      |  |
|--------------------------------------------------------------------------------------------------------------------------|--|
| Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz. |  |
| P. G. ICINGS.                                                                                                            |  |
| Chocolate, 2 doz. cases \$1.25 per doz.                                                                                  |  |
| Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.                                                   |  |

| T. UPTON & CO.                                 |          |
|------------------------------------------------|----------|
| Raspberry, Strawberry, Red Currant, Pineapple. |          |
| 1-lb. glass jars, 2 doz. in case, per doz      | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb.     | 0 06 1/2 |
| 7-lb. wood pails, 8 " " "                      | 0 06 1/2 |
| 14-lb. wood pails, per lb.                     | 0 06 1/2 |
| 30-lb. " " " "                                 | 0 06 1/2 |

| LICORICE.                                               |        |
|---------------------------------------------------------|--------|
| YOUNG & SMYLIE'S LIST.                                  |        |
| 5-lb. boxes, wood or paper, er lb....                   | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box..                 | 1 25   |
| " Ringed " 5 lb. boxes, per lb.....                     | 0 40   |
| " Acme " Pellets, 5 lb. cans, per can..                 | 2 00   |
| " Acme " Pellets, fancy boxes (40) per box.....         | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars....                 | 1 75   |
| " " " 5 lb. cans.....                                   | 1 50   |
| " Purity " Licorice, 200 sticks.....                    | 1 45   |
| " " " 100 sticks.....                                   | 0 73   |
| Dulce, large cent sticks, 100 in box...                 | 0 75   |

| MUSTARD.                             |        |
|--------------------------------------|--------|
| COLMAN'S OR KEEN'S.                  |        |
| D. S. F., 1/4 lb. tins, per doz..... | \$1 40 |
| " " 1/2 lb. tins, " " " "            | 2 50   |
| " " 3/4 lb. tins, " " " "            | 5 00   |
| Durham, 4 lb. jars, per jar.....     | 0 75   |
| " " 1 lb. " " " "                    | 0 25   |
| F. D., 1/4 lb. tins, per doz.....    | 0 85   |
| " " 1/2 lb. tins, " " " "            | 1 45   |

| FRENCH MUSTARD                          |                   |
|-----------------------------------------|-------------------|
| Crown Brand—(Greig Mfg. Co.) per gross. |                   |
| Pony size... \$ 7 50                    | Beer Mug... 16 20 |
| Small Med. 7 50                         | Tumbler... 11 50  |
| Medium..... 10 80                       | Cream Jug 21 00   |
| Large..... 12 00                        | Sugar Bowl 22 00  |
| Spoon..... 18 00                        | Caddy..... 28 00  |

| BAYLE'S PREPARED MUSTARDS.                                               |        |            |            |
|--------------------------------------------------------------------------|--------|------------|------------|
| Horseradish.....per doz.,                                                | \$1 20 | 1-lb. jars | 1-lb. jars |
| English Sandwich.....                                                    | 1 20   | 1 20       | 1 75       |
| Mustard (with fine herbs).....                                           | 1 50   | 1 50       | 1 75       |
| Packed in our self-sealing half and one-pound jars, two dozen in a case. |        |            |            |
| English Sandwich Mustard, Mustard (with fine herbs).....                 |        |            |            |
| Bbls. Half 10-gal. 5-gal. 1-gal.                                         |        |            |            |
| 50c. 55c. 60c. 65c. 70c.                                                 |        |            |            |

| JONAS' FRENCH MUSTARDS.      |        |
|------------------------------|--------|
| HENRI JONAS & Co. Per gross. |        |
| Pony size.....               | \$7 50 |
| Imperial, medium.....        | 9 00   |
| Imperial, large.....         | 12 00  |
| Tumblers.....                | 12 00  |
| Mugs.....                    | 13 20  |
| Pint jars.....               | 18 00  |
| Quart jars.....              | 24 00  |

| MINCE MEAT.                        |         |
|------------------------------------|---------|
| Wetley's Condensed, per gross, net | \$10 80 |
| per case of 3 doz., net....        | 2 70    |

| ORANGE MARMALADE.                                                |          |
|------------------------------------------------------------------|----------|
| T. UPTON & CO.                                                   |          |
| 1-lb. glass jars, 2 doz. case, per doz..                         | \$1 00   |
| 7-lb. pails, 6 pails in crate, per lb....                        | 0 07 1/2 |
| Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz..... | 1 30     |

| PICKLES---STEPHENS'                    |      |
|----------------------------------------|------|
| A. P. TIPPET & Co., AGENTS.            |      |
| Patent stoppers (pints), per doz. .... | 2 30 |
| Corked (pints), " " " "                | 1 90 |

| SARDINES.                                 |        |
|-------------------------------------------|--------|
| DOMESTIC.                                 |        |
| J. Sutton Clark, St. George. N.B. R. B.   |        |
| Noble, agent, 100 Board of Trade, Toronto |        |
| 1/2 s, in finest oil.....                 | \$3 50 |
| 1/2 s, " " " " " "                        | 5 00   |
| 1/2 s, in mustard.....                    | 3 50   |

| SODA—COW BRAND                                                                         |  |
|----------------------------------------------------------------------------------------|--|
| DWIGHT'S                                                                               |  |
| Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00                                   |  |
| Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.                              |  |
| Case of lbs. and 1/2 lbs. (containing 30 lbs. and 60 1/2 lb. packages) per box, \$3.00 |  |

| SODA—COW BRAND                                          |  |
|---------------------------------------------------------|--|
| Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00. |  |

## "Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

**THE HOME CAKE CO.**  
GUELPH, ONT.

## Star Pails



are noted for their quality and finish.

They never fail to give satisfaction.

Manufactured by  
**THE WM. CANE & SONS MFG. CO.,**  
OF NEWMARKET, LIMITED,

Sole Agents,  
**BOECKH BROS. & COMPANY**  
Toronto, Ont.

## DON'T PAY FREIGHT ON WATER

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

**W. H. SEYLER & CO.**  
118 King St. East, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.  
German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

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**JOHN DWIGHT & CO.** - 34 Yonge St., Toronto.  
Victoria, B.C., Halifax, N.S., St. John, N.B., Quebec, P.Q., St. John's, Nfld.

the farmer's wife has inherited the French love of good cooking, and, since it has been placed on that market,

## DWIGHT'S COW BRAND SODA

has commanded a ready sale. There, as in the other Provinces, it is displacing all other baking soda. Are YOU pushing its sale?

# WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

Manufactured by

## THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

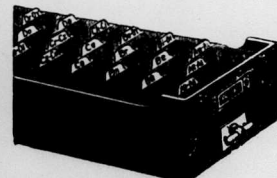
CORNWALL, ONT.

## THE RUBLEE FRUIT CO. LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC GREEN AND DRIED FRUITS, NUTS, Etc

151 Bannatyne St., WINNIPEG, MAN. 12th St., BRANDON, MAN.

## A System for Buyers



**\$2.25**

Shipped on approval. If not satisfactory, return it at my expense.

New 1900 Catalogue for the Asking.

THE  
**Canadian Typewriter Exchange,**  
45 Adelaide St. East, Toronto.

worth any number of quotation books or pigeon holes for recording, arranging and afterwards finding instantly all quotations and prices that are made you.

Consisting of 1 quarter-sawed oak desk drawer box, 9 inches long; 400 Record Cards, ruled; 1 set of Alphabetical Index Cards; 1 set of Daily Guides; 2 extra Dividers; "Quotations Received" and "Blank Cards."

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A reliable house, with headquarters at **STOCKPORT, ENGLAND**, and facilities for covering the towns in Lancashire, Yorkshire, and Cheshire, is in a position to do an import agency business in

**CANADIAN PRODUCE,  
CANNED GOODS,  
MANUFACTURED ARTICLES.**

### TO BUYERS

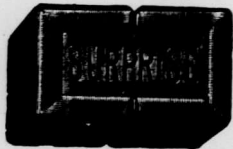
We can quote low prices on **CONFECTIONERS' ANILINE DYES, COCOA** and **VANALINE CRYSTALS** for Cocoa manufacturing. **SOAP COLORS, GUMS, VARNISHES.**

Address **TAYLOR & CO.**

287 Wellington Rd. South,  
**STOCKPORT, ENGLAND.**



SOAP

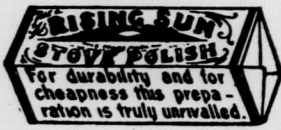


1 box and less than 5  
boxes and upward. 4 00  
5 boxes and upward. 4 00  
Freight prepaid on  
5 box lots



Gloria Soap, per gross ..... 12 00  
Straw Hat Polish, per gross ..... 10 20

STOVE POLISH.



For durability and for  
cheapness this prepara-  
tion is truly unrivalled.

Per gross  
Rising Sun, 6-oz. cakes, 1/2 gross boxes ..... 8 50  
Rising Sun, -oz. cakes, gross boxes ..... 4 50  
Sun Paste, 10c. size, 1/4 gross boxes ..... 10 00  
Sun Paste, 5c. size, 1/4 gross boxes ..... 5 00



No. 4-3 dozen in case, per gross .. 4 80  
6-3 dozen in case ..... 8 40

STARCH.

EDWARDSBURG STARCH CO., LTD.  
Laundry Starches—  
No. 1 White or Blue, 4-lb. cartons ..... 0 05 1/2  
No. 2 " " 3-lb. " ..... 0 05 1/2  
Canada Laundry ..... 0 04 1/2  
Silver Gloss, 6-lb. draw-lid boxes ..... 0 07  
Silver Gloss, 6-lb. tin canisters ..... 0 07  
Edwards'g Silver Gloss, 1-lb. pkg. ..... 0 07  
Kegs Silver Gloss, large crystals ..... 0 06  
Benson's Satin, 1-lb. cartons ..... 0 07 1/2  
No. 1 White, bbls. and kegs ..... 3 00  
Benson's Enamel, per box ..... 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn ..... 0 06  
Canada Pure Corn ..... 0 04 1/2  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart. 0 09  
Edwardsburg No. 1 White or  
Blue, 4-lb. lumps ..... 0 07 1/2



KINGSFORD'S OSWEGO STARCH.  
SILVER (40-lb. boxes, 1-lb. pkgs., 0 08  
GLOSS (6-lb. boxes, sliding covers  
(12-lb. boxes each crate) 0 08 1/2  
PURE (40-lb. boxes 1-lb. pack ..... 0 07  
48-lb. " 16 3-lb. boxes.. 0 07  
For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb.  
CORN STARCH } packages ..... 0 07 1/2  
ONTARIO } 38-lb. to 45-lb. boxes,  
STARCH } 6 bundles ..... 0 06  
STARCH IN } Silver Gloss ..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2



Brown Label, 1's ..... 0 20  
" " 1/2's ..... 0 21  
Green Label, 1s and 1/2's ..... 0 22  
Blue Label, 1s, 1/2's, 1/4's and 1/8's ..... 0 30  
Red Label, 1s and 1/2's ..... 0 36  
Gold Label, 1/2's ..... 0 44



Black Label, 1-lb., retail at 25c ..... 0 19  
" " 1/2-lb., " " " ..... 0 20  
Blue Label, retail at 30c ..... 0 22  
Green Label " 40c ..... 0 28  
Red Label " 50c ..... 0 35  
Orange Label, retail at 60c ..... 0 42  
Gold Label, " 80c ..... 0 55

CROWN BRAND

Wholesale Retail  
Red Label, 1-lb. and 1/2's ..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's ..... 0 28 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, 1/2's ..... 0 20 0 25  
Japan. 1's ..... 0 19 0 25



Cases, each 60 1-lb. .... 0 35  
" " 60 1/2-lb. .... 0 35  
" " 30 1-lb. .... 0 35  
" " 120 1/2-lb. .... 0 36



LUDELLA CEYLON, 1's  
AND 1/2'S PKGS.  
Blue Label, 1's ..... 0 18 1/2 0 25  
Blue Label, 1/2's ..... 0 19 0 25  
Orange Label, 1's and 1/2's ..... 0 21 0 30  
Brown Label, 1's and 1/2's ..... 0 28 0 40  
Brown Label, 1/2's ..... 0 30 0 40  
Green Label, 1's and 1/2's ..... 0 35 0 50  
Red Label, 1/2's ..... 0 40 0 60

TOBACCOS.

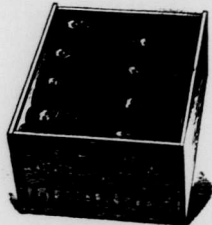
EMPIRE TOBACCO CO.  
Smoking—Empire, 3's, 4 1/2 and 9's ..... 0 36  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s ..... 0 53  
Louise, 2 x 3, 14s ..... 0 54  
Chewing Currency 13 1/2 oz. bars, 9s ..... 0 39  
Patriot, 2 x 6, Navy 5s ..... 0 41  
Old Fox, Narrow 12s ..... 0 44  
Free Trade, 8s ..... 0 44  
Snowshoe, 10 1/2 oz. bars, 8s ..... 0 44  
Snowshoe, pound bars, 6s ..... 0 44

WOODENWARE.

THE E. B. EDDY CO. per doz  
Washboards, X ..... 1 70  
" XX ..... 1 90  
" Waverly ..... 2 10  
" Planet ..... 2 00  
" Special Globe ..... 2 10  
" Solid Back Globe ..... 2 20  
" Electric Duplex ..... 3 00  
Matches—  
5-Case Single  
Lots Case  
Telegraph ..... \$3 70 \$3 80  
Telephone ..... 3 55 3 75  
Tiger ..... 3 45 3 65  
Telephone (1/2 gross) ..... 3 70 3 90  
Empire, (slide box) ..... 2 50 2 60  
Safety, Capital ..... 3 00 3 10  
Parlor, Eagle, 200 s ..... 1 50 1 60  
" 100 s ..... 1 70 1 80  
" Victoria ..... 2 75 2 85  
" Little Comet ..... 2 00 2 10  
Flamers ..... 2 60 2 70  
" (wax stems) ..... 3 70 3 80

BOECKH BROS. & COMPANY. Per doz  
Washboards Leader Globe ..... 1 65  
" Improved Globe ..... 1 70  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated) ..... 2 45  
" Crown ..... 1 50  
F.o.b. Toronto.  
Matches, Kodak, per case (10 gross  
in case) ..... 3 50

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Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
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MAKERS,  
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Hamilton.

The ... make  
... it

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- Crystal and Gold Decorated**
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